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THIRTY-FIRST YEAR.

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Continued on page 4.

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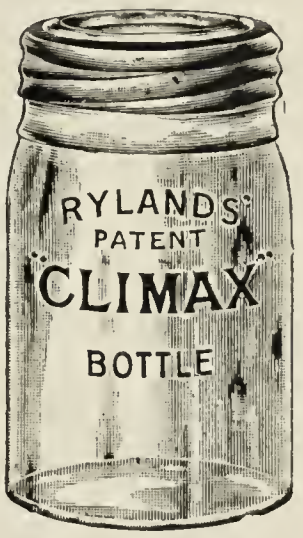
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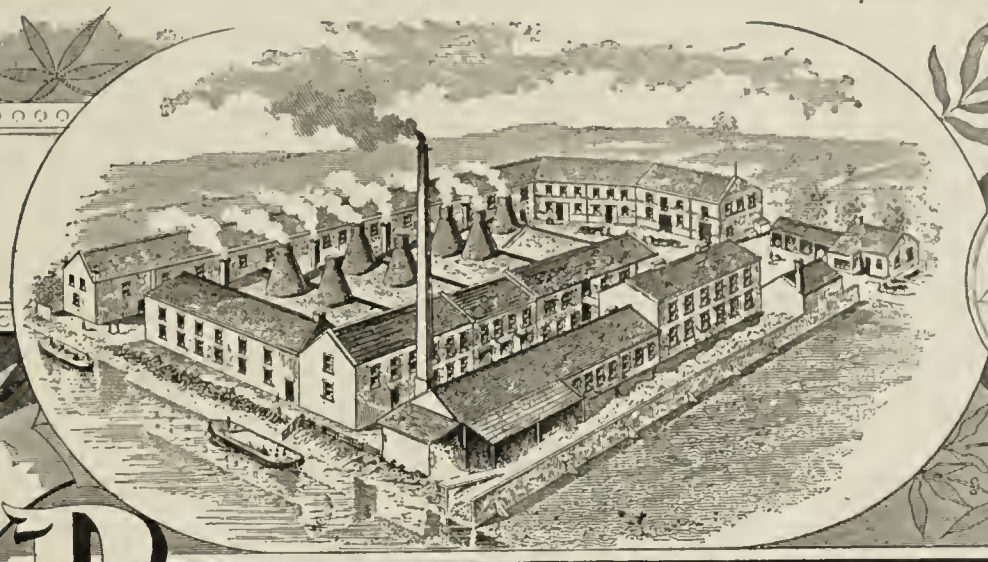
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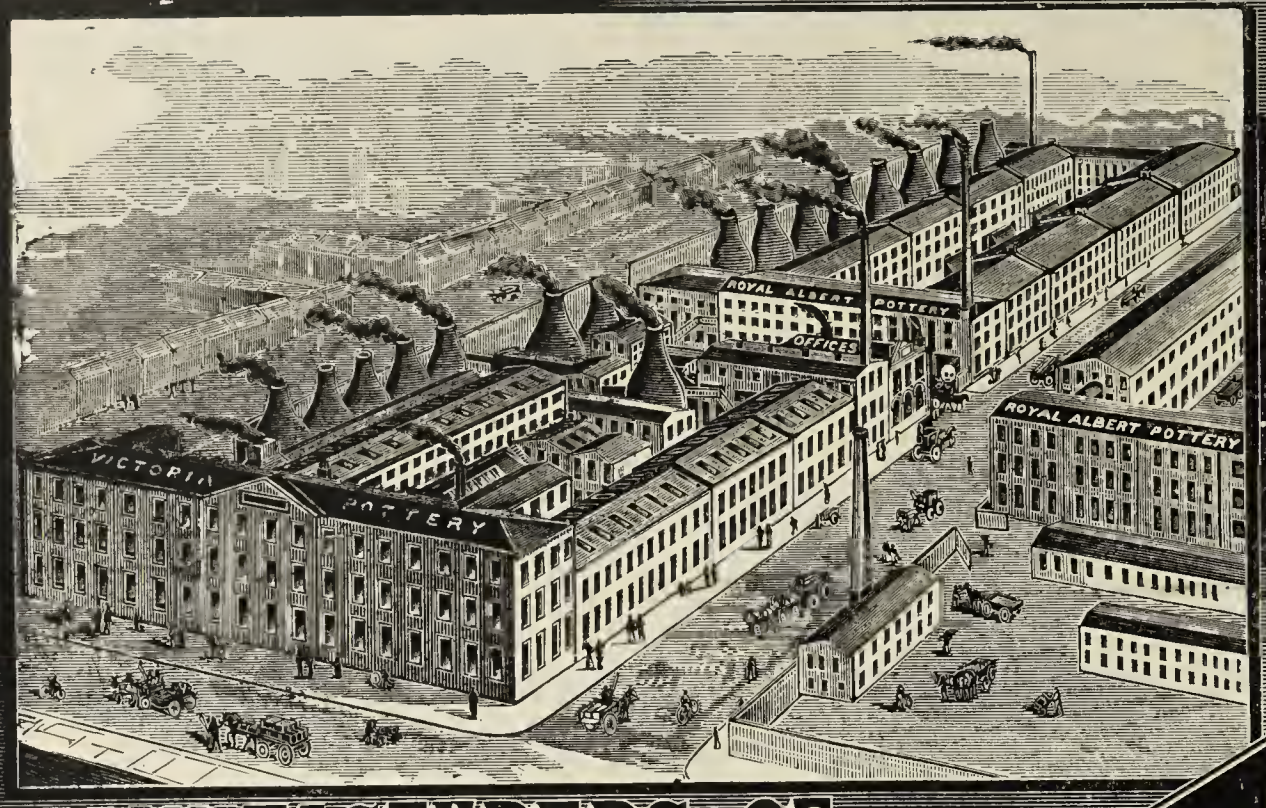
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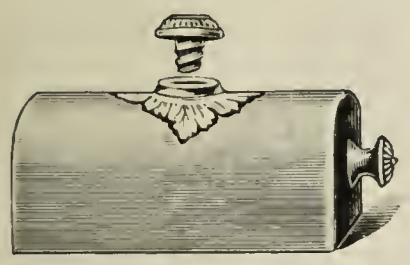
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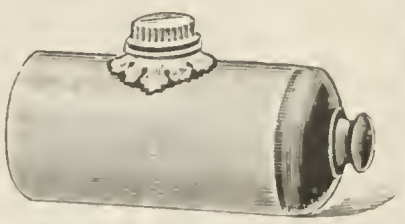
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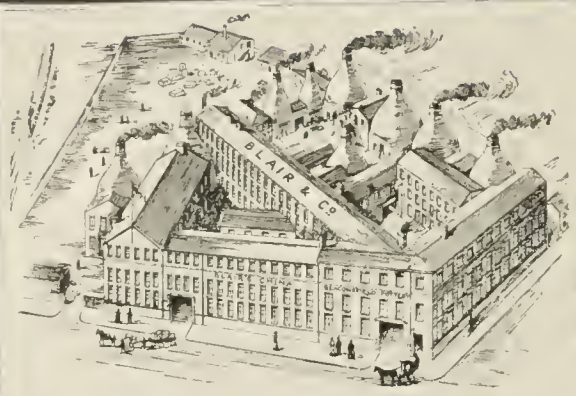
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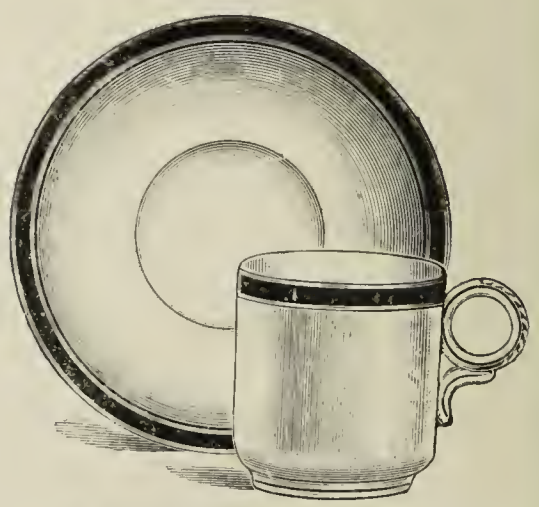
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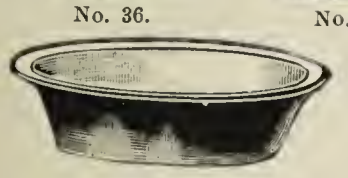

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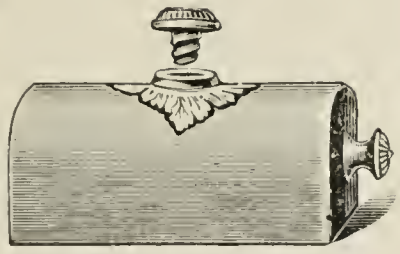


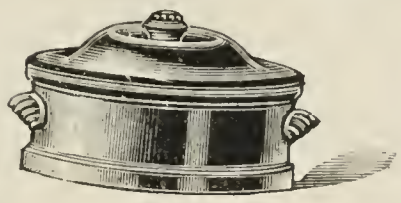
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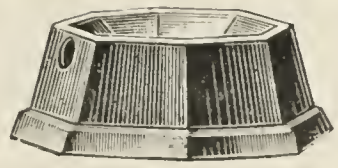

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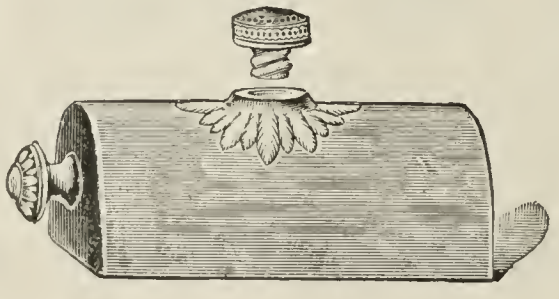
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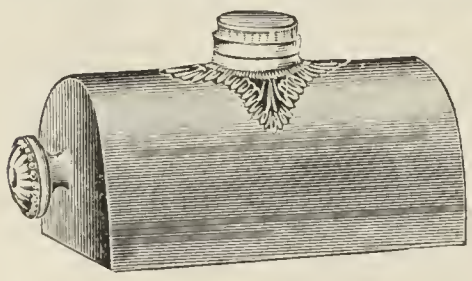
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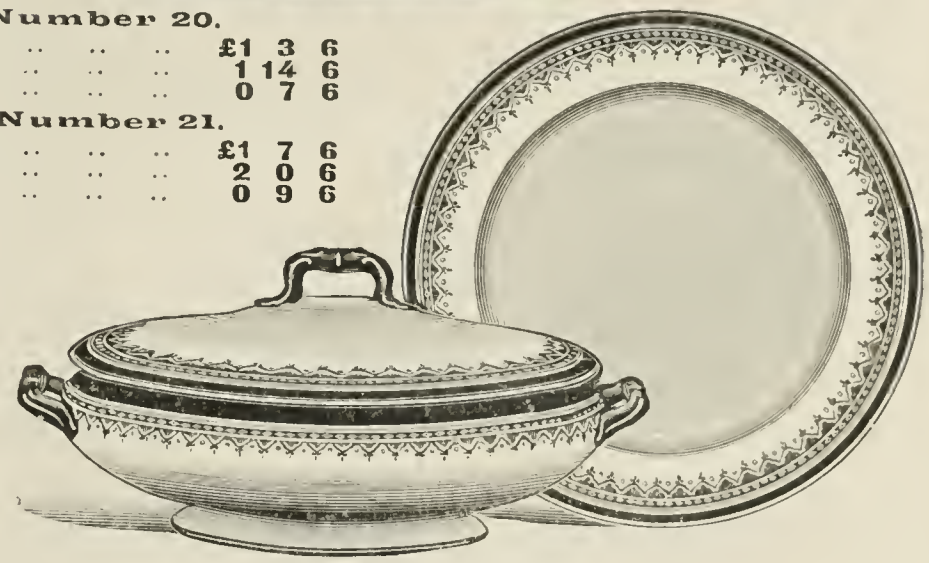
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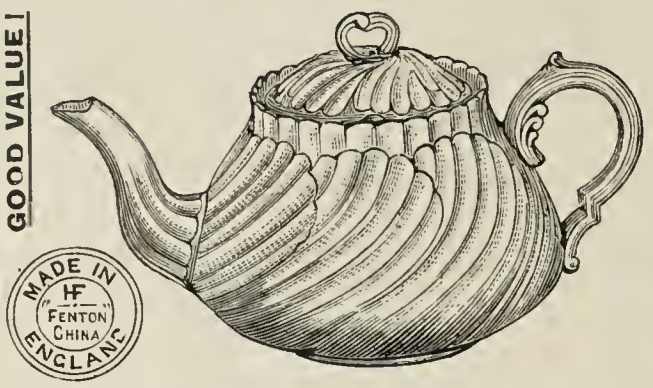
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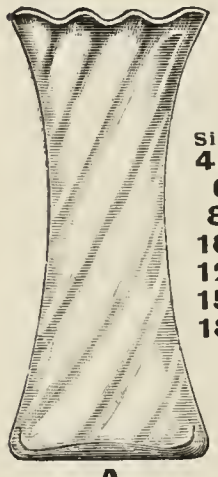
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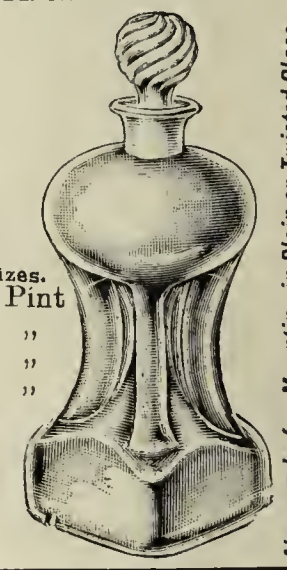
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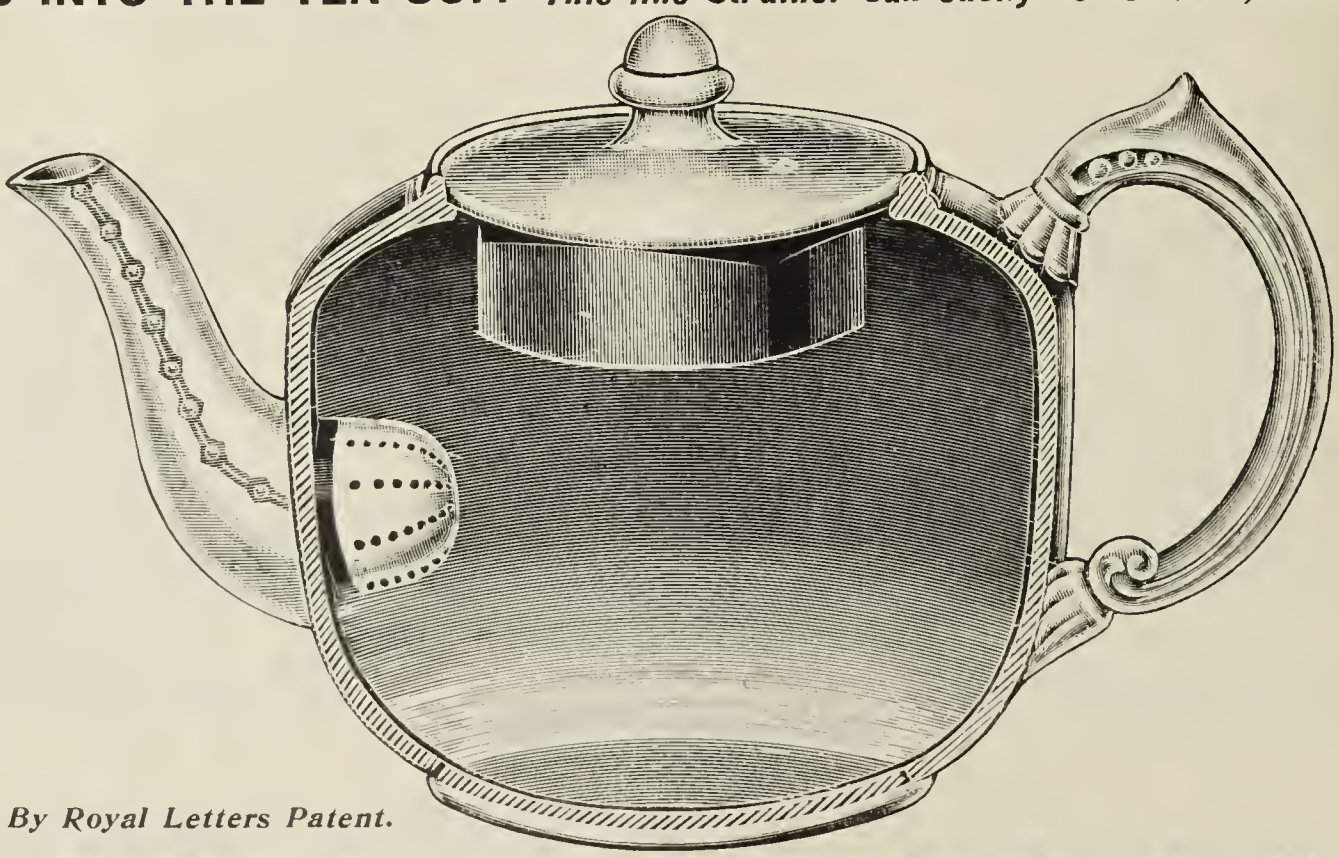
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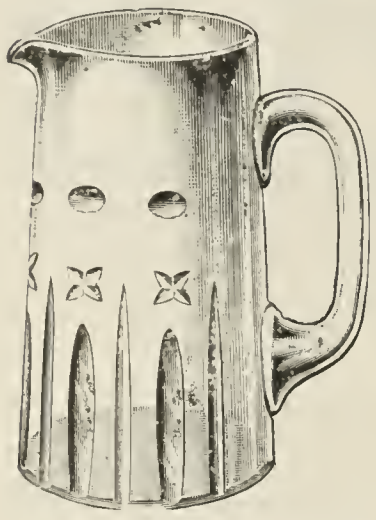
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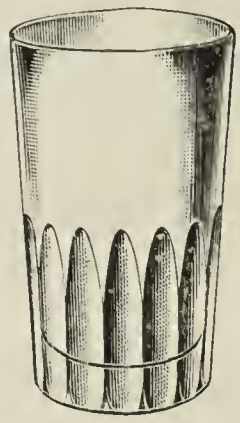


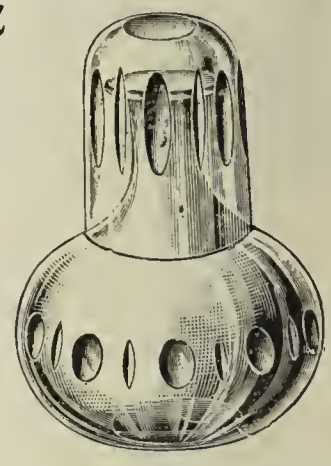
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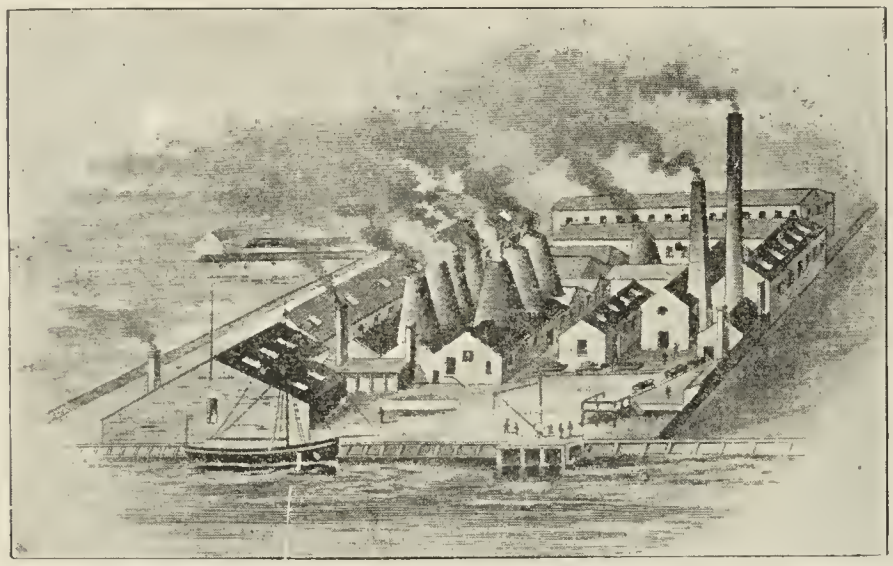
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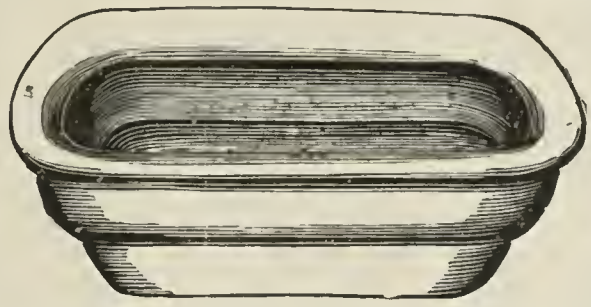
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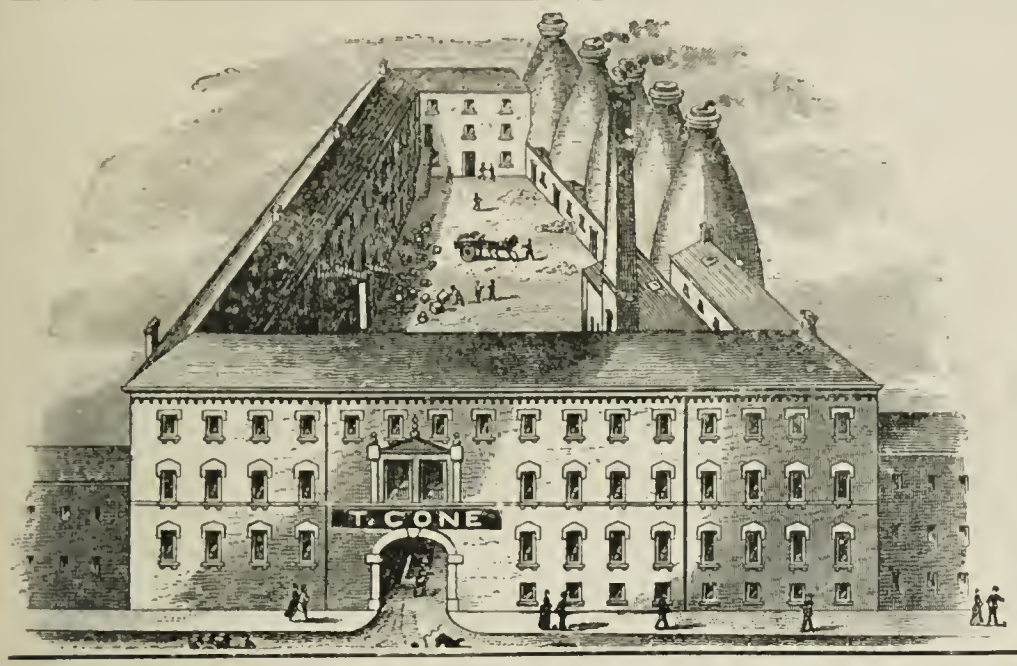
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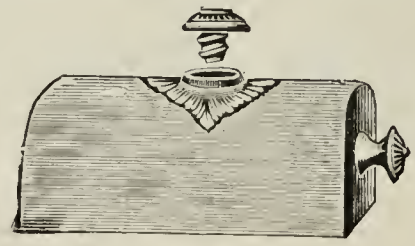
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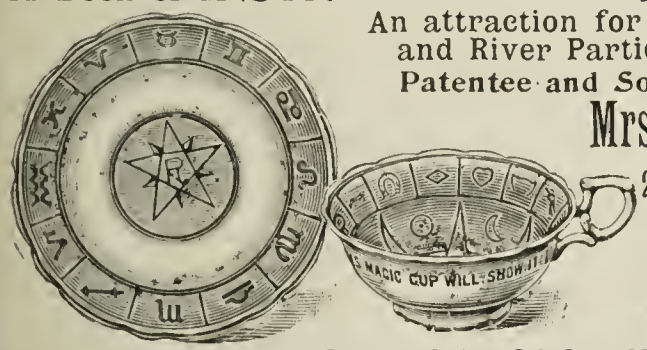
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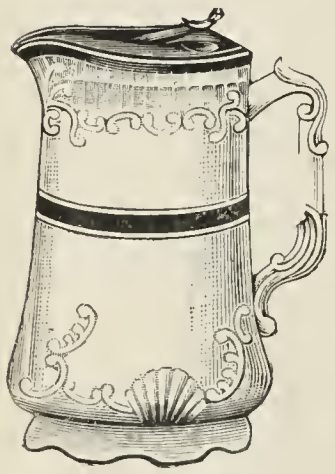
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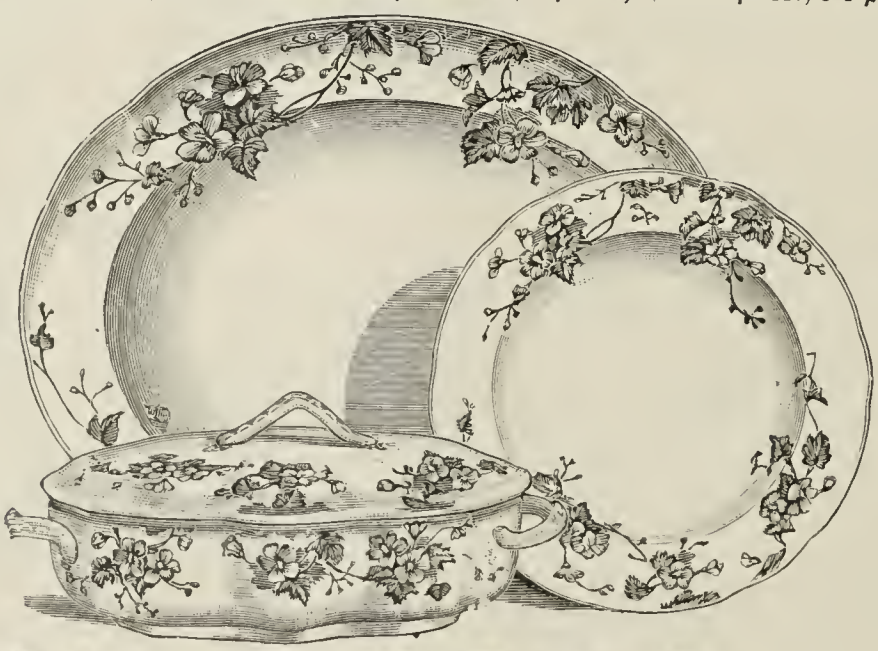


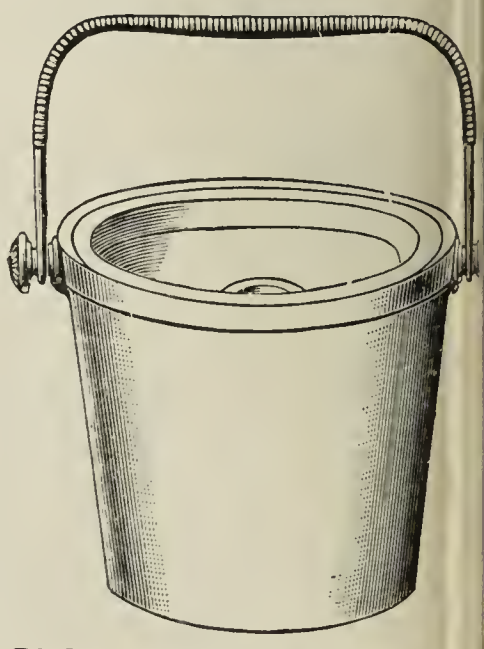


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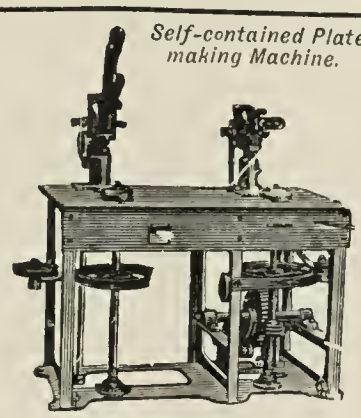
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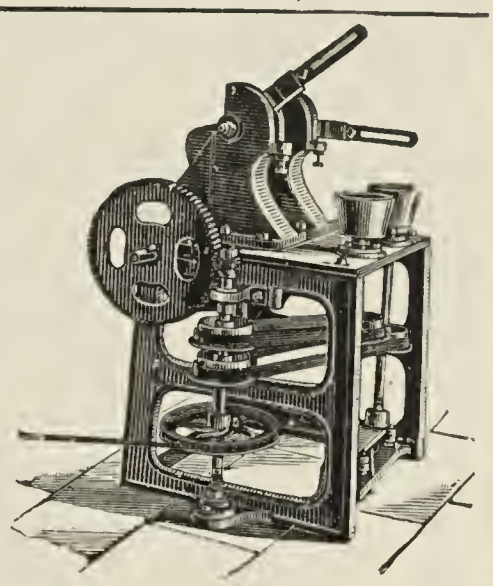
Highest Award for Potters' Machinery at International Inventions Exhibition, London, 1885.



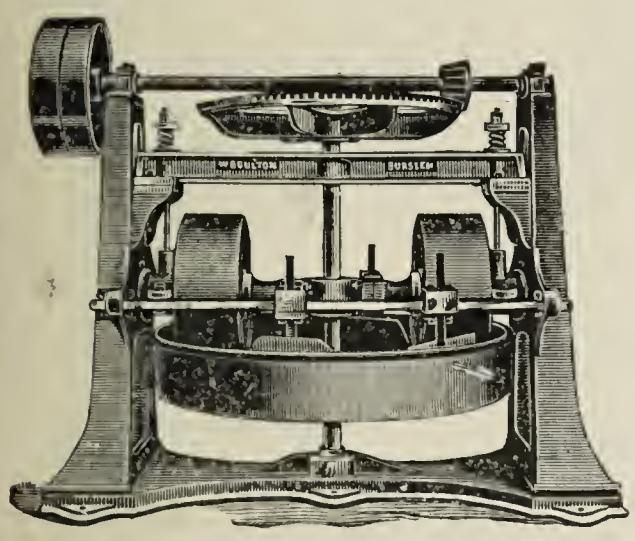
Patent Throwing Wheel.



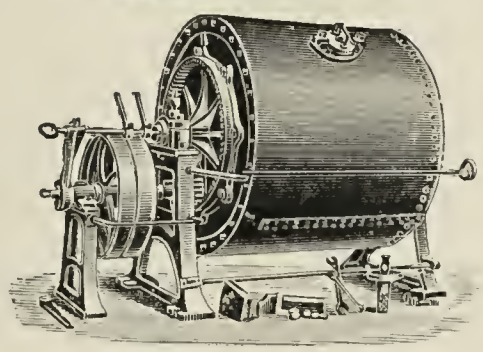
Self-contained Plate making Machine.



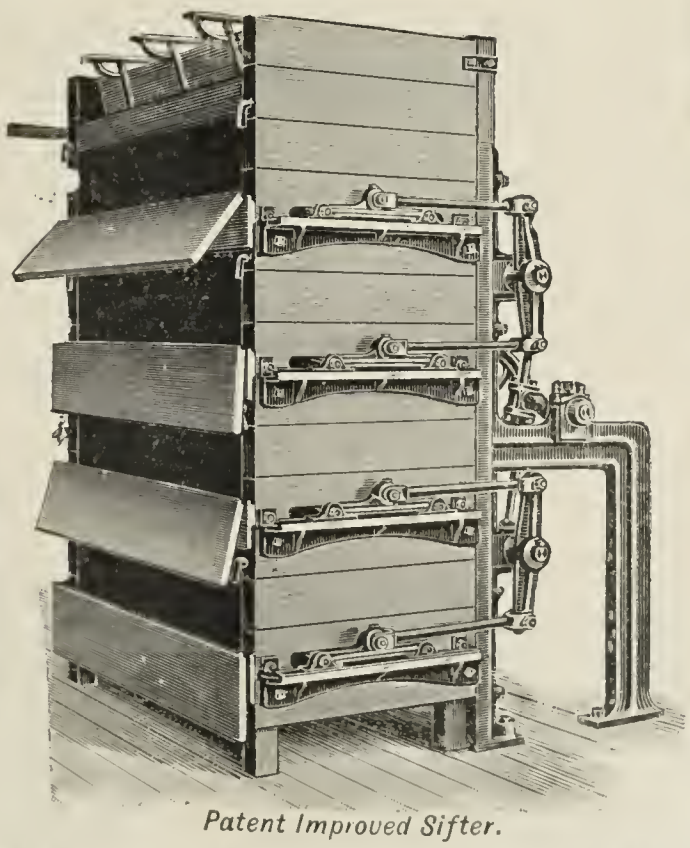
Alternate Automatic Double Jigger and Jolley.



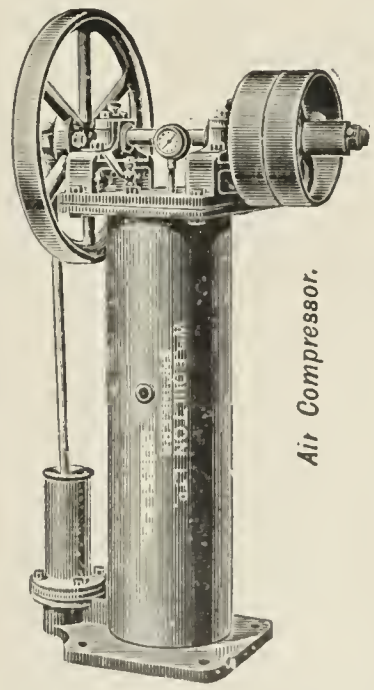
Pan and Edge Roller Mill.



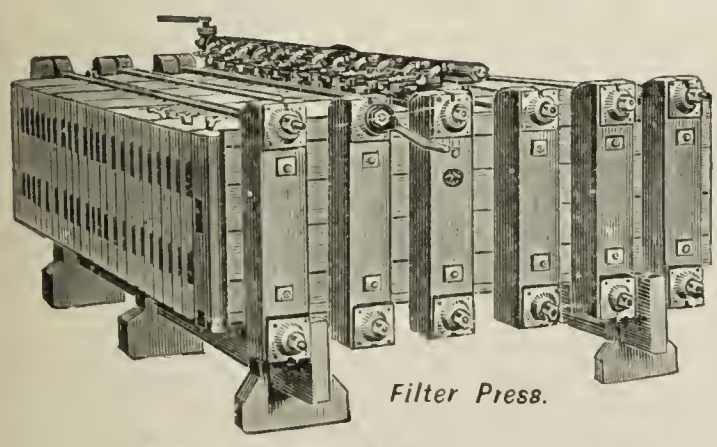
Pulverizing Cylinder.



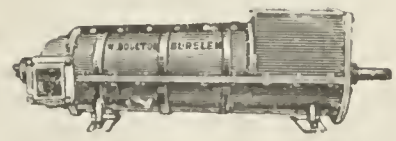
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The Index to the Literary Contents of Issues January to December, 1905, and Diary for 1906 is bound up with this issue.

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Diary and Trade Directory

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Mr. EDGAR GREENWOOD, who has been associated for some years with this journal, is now a partner, and the firm will be known as SCOTT, GREENWOOD & SON.

Editorial Notes.

We wish all the Readers of the "Pottery Gazette" A Happy and Prosperous New Year.

THE DUKE'S GIFT.

THE announcement made during December that the Duke and Duchess of Sutherland were desirous of presenting Trentham Hall to the council for the purposes of higher education in Staffordshire, gave us genuine pleasure, and we hasten to congratulate the Duke upon the generosity he has displayed and the council on the splendid possession which they thus acquire. In the days of old, Dukes won their titles by being the leaders (duces) of the people in the frequent battles of those stormy times. Now that the strife of nations is being transferred from the tented field to the commercial arena, it is fit and proper that members of our own aristocracy should give a strong lead in the direction of supplying the youth of our land with that educational equipment, which is so necessary for success in the modern struggle for existence.

EDUCATING THE PUBLIC.

IN the course of a correspondence in a Birmingham paper last month, a letter appeared from an English lady narrating the following incident. "We had been on a trip up the Rhine, and, coming home through Brussels we saw in a shop window a very nice exhibition of china pug dogs. We stood admiring them, talking in English—we knew no other language. Some of our party remarked how strange such things could not be found in England. Others expressed a desire to take some of them home with them. At this stage of our conversation we were surprised by a man who stood by and was listening to our remarks, and who told us that these pugs came from England: they were made in Staffordshire at a place called the Potteries. We were so taken aback at being so palpably hit upon our ignorance of the industries of our own country, that we walked away without waiting to thank the man for his well-intentioned information." We quote the little story for the sake of the moral it conveys. No doubt it was very wrong of these ladies to be so ignorant of their own country's productions, but was it altogether their fault? Did the manufacturer in the Potteries who turned out those excellent pugs so well that they were able to meet foreign competition on its own ground, do anything at all to let the British Public know what sort of goods he was making, and give them at least an equal chance with the people of Brussels to buy his wares? Did he ever advertise those pugs? Did he make it worth the retailers' while to push them at a profitable rate? Did the retailer, in turn let them have a fair trial as a selling line? It is quite possible that all these questions can be satisfactorily answered and, if so, the ladies stand as examples of a large section of our fellow countrymen and women who seem to wilfully shut their eyes to the many virtues of British

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made wares, and to imagine that an article cannot be cheap unless it is German, or artistic unless it is French. To re-apply a political phrase, we have to "educate our masters." For, ultimately, the customer is the employer alike of shopkeeper, agent and potter, and all sections of the trade should unite in instructing the British Public in the many virtues of British-made wares.

SHOP WINDOWS.

NEVER have we seen more elaborate displays in the shops and shop windows of dealers in our trades than we have seen this Christmas. We congratulate our friends upon the general attractiveness of their windows. Glass and china dealers were not the first to make special shows at Christmas, but now they have fallen into line with grocers, linen drapers, and ironmongers in dressing their shops and windows in an exceptional manner for the holiday season, they are not one whit behind other dealers in attractiveness. We are sure dealers will find that the time devoted to arranging their windows is always well spent. Not only in London, but in many provincial towns, china dealers have done more this Christmas to interest the public in their shops than they have ever done. Dealers appear to be realising that ladies are in the habit of looking round the shops at Christmas time for amusement. Hitherto the milliners, drapers, silversmiths, and grocers' shops have interested them most. But this year china dealers have claimed, and have received, much more notice. A retail shopkeeper has a better chance at Christmas of making people familiar with his shop than at any other time of the year. Dinner sets, toilet services, and decorated tea sets are very proper lines to show in a china dealer's window regularly. But at Christmas time fancy lines are quite as much in demand as useful ones. They lend themselves to an attractive window show, and dealers are doing well to make more use of them for show purposes. We have seen many windows in which ladies have found an abundance of lovely things in pottery and glass upon which to feast their eyes, and even gentlemen have paused before a dealer's window containing beautiful examples of fine porcelain and cut glass. We are pleased to notice more persistent efforts to encourage the purchase of high-class pottery for presentation purposes. Our manufacturers are supporting the dealers in this by the production of a number of specialities. There are more good pieces in miniature china and glass than ever there were, and these pretty novelties make good selling fancy lines. Dealers generally are giving prominence in their windows to articles suitable for presents, and they are labelling them with an ornamental card inscribed "Suitable for Presents," and "Acceptable Christmas Gifts." An attractive card was placed over a collection of miniature fancy pieces in high-class china with the ingenious announcement, "A Delightful Substitute for Christmas Cards." A small piece of "Royal Doulton," "Royal Worcester," or "Royal Crown Derby" would be a far more welcome, because more permanent, reminder of distant friends than the most elaborate Christmas cards. If the public see these goods systematically they will want to buy them. And Christmas and other holidays provide occasions for exhibiting them. We shall be glad to hear that dealers in our goods have been amply rewarded for the trouble they have taken with their Christmas shows.

Earthen, Stone, and China Ware to the value of $8,864,000 were imported into the United States during the first three quarters of last year. The values of the imports of these goods for the corresponding periods of 1903 and 1904 were $8,373,000 and $8,626,000 respectively.

BRITISH GLASS WORKERS.

THE article on this subject in our last issue has attracted much attention, and parts of it have been quoted in many of the daily papers. The London "Daily News" calls it "an exceedingly interesting article." In answer to the statement that needless labour disputes have driven the production of cheaper glass out of the country, the editor of the "Life and Labour" column says:—"Here, I have no doubt, the men would reply that it is not so much the men as the masters who are to blame. Is it not the case that the Belgian and Austrian glass-makers are far in advance of our own in method?" To a further extract from the end of the article he appends the remark: "It would appear that the writer of this article is confusing two separate issues. As to cheap glass, I am quite sure that the masters themselves are largely responsible for lost trade. As to the best work, it may well be that the men are wanting.

The "Birmingham Daily Post" devotes an editorial note to the subject, saying:—"The extracts from the 'Pottery Gazette' article on the glass trade, which we quote this morning, reopen a question that was much discussed a few years ago, but of late has been left alone, possibly because discussion did not result in much progress towards the removal of the difficulties from which the trade was suffering. The industry once flourished in Birmingham and the surrounding Midlands, and there is some satisfaction left to us in the knowledge that even now there are manufacturers who still stand pre-eminent in the production of wares of the finest quality and artistic style. But the commoner 'bread and butter' trade has dwindled to a fraction of its former extent, and has come to be regarded as practically hopeless. Two interacting reasons have been assigned for its loss—the success of foreign competition and the restrictive policy of the operatives' trade union. The latter phase of the question is the one that received most attention in the former agitation, and it is the one again raised. Few trade unions—possibly none—have exercised such control over the actual operations in the workshop as this one has in the glass house. Its methods, based on a singular concern for the vested interests of its members to the exclusion of all other considerations, deprived the trade of that elasticity and vigour which, had it been secured at the outset, might have had some influence in checking the inroads of foreign competition. But it not only fettered the trade to an altogether unreasonable extent. It also exercised such control over the disposal of situations that it killed the ambition of many of the younger members. Now the trade critic points out that, some revival having occurred in the better class trade, there is difficulty in securing a sufficient supply of competent labour, while at the same time the union is saddled with the maintenance of a number of out-of-works of inferior capacity. No doubt the union's fate is largely what it deserves, but it is none the less unfortunate from the trade point of view. One of the remedies specified is summed up in the sentence: 'A glass-maker should know something more than the mere art of glass-blowing.' Of course, there is always room for the kind of efficiency suggested, whether in the glass trade or any other, but, after all, it is well not to rely too much upon the cultivation of the artistic faculty in the glass-worker. Employers themselves have been known to be none too proficient in this direction. But—if it is not too late already—benefit might be conferred upon other branches of the trade if the union could be induced to modify its restrictions and to endeavour to frame an amicable working agreement which would give manufacturers a greater opportunity of competing for the trade which now goes abroad in such large volume."

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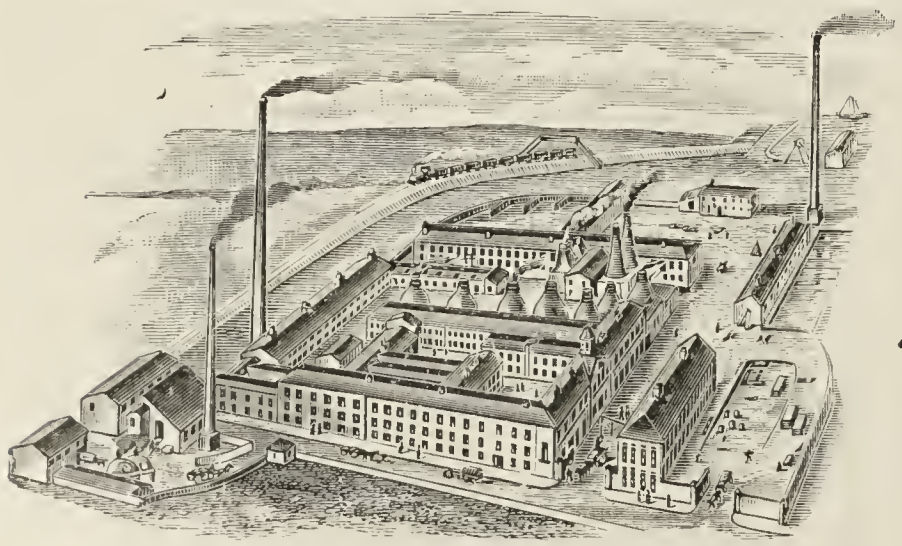
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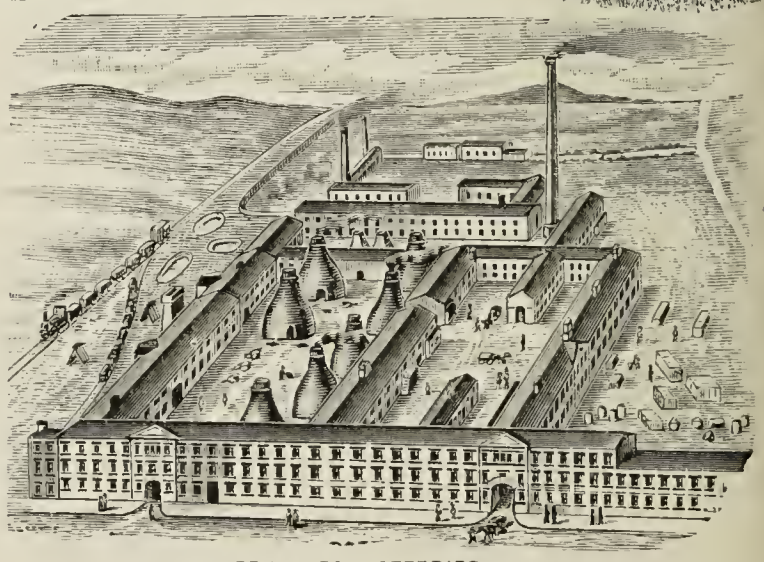
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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

A NEW DINNER WARE SCALE.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—Your correspondent, "Cam," calls attention to a source of endless trouble in the earthenware trade. What have manufacturers gained by the alteration in the dinner ware scale? I suppose only manufacturers can answer this question, but as a dealer I can tell them what they have lost. They have lost some of the confidence which inexperienced dealers have been taught to place in them. Everybody knows the *scale* is not altered. The rate for the 8-inch plate is quoted instead of the rate for 10-inch plate. The only object of this can be to make the price of the set *appear* cheaper, when it is really the same. A dealer who has been paying 2s. 6d. rate (10-inch plate) for a particular pattern sees an equally good one at 2s. rate (8-inch plate), and unless he remembers that these prices are the same for the set, he *thinks* the latter quotation a cheaper one. Your correspondent is quite right as to the annoyance the change has caused, and the sooner the old method of quoting the rate for the 10-inch plate is restored the better.—Yours, &c.,

London, December 19, 1905. RETAILER.

AN INJUSTICE TO SHOPKEEPERS.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—We have just had experience of the injustice which so-called "Charity" bazaars inflict on shopkeepers in the neighbourhood of which they are held. What sort of a conscience can the lady "Church worker" have who recently asked a dealer for "a few of your pretty things to help me to make up my china stall at our bazaar?" The retailer (who is a generous man) declined, and assigned as his reason that he had "given a few things" before only to see them sold at half his price for them. Ours is not the only trade that suffers in this way. It is said that about £30,000 has been raised by bazaars in the Manchester district alone within the last three months. Shopkeepers in all trades should unite in a determination not to give, and not knowingly to sell goods for bazaar purposes. Our informant says he does not mind giving a donation to a good cause, but he will not give goods again to be sold at bazaars. Applications to manufacturers for goods for bazaars are so numerous as to become an annoyance. We suggest that they also decline to send goods. If they are interested in the applicant, or in the object for which help is solicited, a small money subscription should be given in preference.—Yours, &c.,

December 27, 1905. LONDON AGENTS.

ANSWERS TO CORRESPONDENTS.

A Young Dealer.—It is difficult to advise you on the limited information you give us.

Bateman.—It is unusual for a manufacturer to make such a stipulation, after he has asked you to give him an order. As you say you could do with the goods, you had better comply with his request.

E. W.—We send you the name and address of a firm who will supply all you want in that line. Tell them what you want the goods for, and say the amount you are willing to go to, and leave the selection to them.

D.—The case you mention concerns an agent, and not a servant, of the manufacturer. An agent is bound only by the written letter of the agreement. That should provide for the manner in which it is to be terminated, and also for the payment of commission on repeat orders.

S. & Co.—Manufacturers will not go to the trouble of making up sets to include in crates of seconds. You have to take the contents just as they are packed. If you get the seconds of one firm regularly you may possibly make up some complete sets from several crates. Perfect goods are sometimes included in seconds crates because they are oddments. But mostly there are slight imperfections in all seconds packages.

CORRESPONDENTS' INQUIRIES.

F. asks for name of makers of "Delta" pottery.

F. asks for the makers of an earthenware jug, patented about ten years ago by a man named Jones, of Birmingham.

POTTERY IN PORTUGAL.

(SPECIALLY CONTRIBUTED.)

A FLYING visit to Portugal could not fail to reveal, even to a traveller in a hurry, that there were some things in that sunny land worth the attention of the student of ceramics. I found this out when, early in October, I landed at Oporto, or rather at Leixões, which stands at the mouth of the Douro, and is the harbour for Oporto. No one that had the slightest knowledge or interest in potting could fail to notice that in the few miles of pleasant road by the river, from the sea to the great capital of the wine trade, nearly every house was decorated, at least in the front, with tastefully ornamented tiles of varied designs and brilliant colouring. In no part of the world that I have seen is ceramic architecture more of a pleasing fact than in North Portugal. Oporto itself is a dream of colour, through the rich and varied application of brightly coloured tiles to the outer ornamentation of the private and public buildings. It is very questionable whether in the grey clime of Great Britain such warmth of colour-expression would harmonise with our own common, or uncommon, daylight; but in Portugal I soon realised that bright effects of colour suit the clime. The view of this gaily decorated city, even in its ordinary week-day dress, from the top of the cathedral walls or from the elegant bridge that spans the river Douro, is one that cannot easily be erased from the memory-tablet of anyone who has looked upon it. The sense of the beautiful, which exists even in the most humdrum bundle of humanity, is irresistibly appealed to by such a vision. Precipitous banks rise from the river level. On one side are many "lodges," in which the wine that has been produced from the "fat grapes" that, as Tennyson says, have been "made ripe by Lusitanian summers" is stored. On the other the town rises in irregular terraces. The houses, and some noble public buildings, are mixed with the foliage of trees and tropical plants, growing on the hill side, the whole colour effect being the harmonious blending of tones seen on the tops and sides and fronts of houses, and in the vegetation. The charming general effect is in no small degree helped by the ceramic architecture, which is so general in Oporto. The subdued tones of the serrated roof-tiles, and the brighter colouring of the decorated tiles with which the fronts of the buildings are faced, contribute effectively to the success of the unintentional but effective "scheme of colour," which, under the bright sunlight and in the clear air, appeals to and ravishes the eye, especially of those who have only been used to the greys and greens and drabs of our own sober-lighted land. The effect is also increased by the style of the buildings, which are mostly light, quaint, and

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AMBER,
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Comport,
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No. 15091.—Salad.

always tasteful, lacking little except the dull, sober sameness which palls upon the sight and banishes the beautiful. The challenging question arose in my mind whether it would be possible to get the same effects at home ; and I could only conclude that only in Portugal, and lands similarly favoured, could such combinations, creating such results of pleasantness, be possible. Much more, however, might be done, even in England, to set up the "house beautiful." Forty years ago the people of the Staffordshire Potteries were invited by Mr. Beresford Hope, then its representative in Parliament, to take a departure in the direction of applying the potter's art to the beautifying of our buildings, and the front of the Wedgwood Institute at Burslem was the result. Splendid designs, excellent modelling, typical scenes, representing the Seasons, but manufactured of porous terra cotta : and Spring, Summer, Autumn, and Winter soon were thickly adorned with a black coating appropriated from a smoke-laden atmosphere. The panels representing the white-faced potter (and white clay-coloured dress of the potter) pursuing the various branches of his trade, were also quickly covered with the dismal coating of smoke-created grime ; and neither Ceres in the Seasons, nor the thrower upon his wheel can ever be washed clean again. But to-day the same mistake might not be made, for now it is realised that a vitreous surface is needed to resist the English weather and the defacing qualities of the air in the towns of England ; and I hope, and believe, that the English potter will some day take a more important and beautifying part in the architecture of his native land.

After this not unnatural digression—the application before I have finished the story—I will return to my "impressions." The decoration of, at least, the fronts of houses prevails in other parts of Portugal besides Oporto. Lisbon itself affords many fine examples of ceramic architecture. And in the decoration of interiors the taste and artistic skill displayed by the Portuguese designers of tiles is quite as marked and, I think, rises to higher degrees of excellence. I soon saw, as one interesting public building after another revealed the unique skill of the artist in pottery, that this fine quality of applied fictile art was not an acquirement of yesterday, but that it had been inherited from the Moors, the traces of whose occupation of the Peninsula are apparent in the interesting and beautiful examples of Moorish art in tile decoration, which are still to be seen in ancient palaces and castles that have existed from the days when the Moors ruled in Spain and Portugal. I examined with pleasure the fine examples of mural and floor tile decoration in the Moorish castle at Cintra, which is now used as a palace by the Queen-Mother of Portugal. No one could be surprised, after studying these examples of an artistic civilisation which passed away when the Moors were driven back to Africa, that the Portuguese should have acquired the art of impressing beauty upon clay. Soft lead glazes were used by the Moors, and their colours are evidently made from similar bases to those of the modern potter. In this castle at Cintra both Moors and Portuguese have left marks of their historic life. A room is shown, decorated by the olden occupants of the place, in which a princely Portuguese prisoner had worn away the face of the Moorish tiles, by his impatient wanderings and turnings in the length of his prison house.

In the more modern castle of Pena, that stands on a bold hilltop, which seems to rise with wall-like steepness to the beetling crags that form the base of the castle, the tile-wright's art is still to the front in decoration : but it is stamped with the Portuguese spirit of that heroic time in Portuguese annals which produced the world-famed Vasco da Gama. On the summit of a lofty and craggy eminence close to Pena, and in full sight of its windows, there has been erected a commanding statue of Da Gama, one of the greatest of sailors. Its pedestal is the huge rocks that seem as though they had been thrown together and piled on one another in some sports of the gods, or when the world had its strenuous birth. The great discoverer looks over the sea towards the Cape of Good Hope and to that East India where he made his great discoveries.

I have referred so much to the Portuguese national hero, and type of their greatest conquering energy, because in the latest national artistic tribute to this "super-man" of theirs they have, in the Palace at Bussaco, illustrated pictorially the life of the daring sailor over unknown seas, by what, without exaggeration, I may call noble panels of tiles. These cartoons in deep blue follow the line of the great staircase, and the figures of Portugal's proud sons are of life size. In the hall below the Battle of Bussaco, between the English and Portuguese on the one side and the French on the other, is depicted in many a scene that recalls the sanguinary conflict. The whole of the pictures are excellent, and are from the designs of the best artists of the country. So boldly are they conceived and carried out that the joining of the tiles detracts but little from the harmonious effect. I had the pleasure in witnessing the last touches of the men who had fixed these memorials of Portugal and tributes to English valour. Curiously enough, it was a Frenchman who had charge of the "fixing." So anxious were the Portuguese authorities that in every way the memorial panels should be worthy of the great stories they told, that they obtained the loan of several pictures of the Great Duke from the present Duke of Wellington, so that their artists might be able to reproduce the lineaments of the warrior who overthrew the best generals of Napoleon ; and the result is seen in an admirable likeness of the Iron Duke as he looked at the time the victory was won.

Tile decoration is thus a national habit, and stands to the national credit of Portugal. The recent present made by the Marquis de Soveral to our English Queen, representing scenes of events that happened during her late visit to that country, are of the same style of artistic tile panels as those that now decorate the National Palace at Bussaco, which for the present is being used as a hotel. But it is not in tiles only that the art of the potter is displayed. I saw in Oporto some beautifully modelled figures of Portuguese peasants in the national dress, which show all the warm colouring that the people of a warm clime delight in. I did not ascertain where these attractive figures were produced, for it happened to be Sunday when I noticed them in a shop window in Oporto, and I left the next day. But at Caldas, which is not far from Lisbon, there is a pottery where a special kind of semi-grotesque ware is made, of which a large quantity is sold. But when I looked at the dinner and tea ware on the tables of the hotels where I stayed I expected to find the stamp of the English potter upon them, but I found that the ware was either French china, or was made in Germany. In my necessarily rapid journey from north to south Portugal I saw very little trace of English pottery. We do a big trade with Portugal, being one of its best customers ; and we ought to be able to find trade favour for our pots at least as soon as the Germans.

W. O.

Japanese Art Theories.—An architectural writer has called attention to the governing principles of Japanese art which are called "Yo" and "In." "Yo" represents the masculine principle—things hard, fixed, rigid, and straight ; while things soft, flexible, curved are feminine. The combination of the two in due proportion produces beauty. Thus, in nature the stem of the tree is "Yo," and the foliage represents "In," and so on. Our potters will do well to keep these principles in their minds when designing new patterns or models.

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BUYERS' NOTES

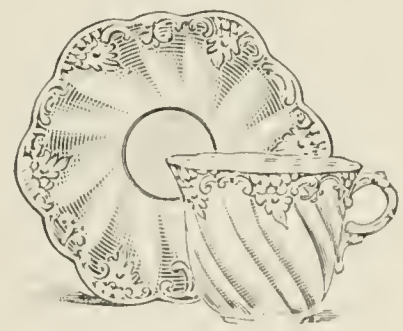


The business of **Ratauds, Ltd.**, ceramic transfer manufacturers, Helvetia Works, Parker-street (off Marsh-street), Hanley, affords a remarkable instance of how industries can be imported from one country to another. Mr. P. G. Rataud, the head of the company, was a native of the famous town of Limoges, France, which is noted for its china manufactures and its magnificent school of art adapted to the requirements of that industry. He was brought up from childhood in the pottery trade, and, some twenty-two years ago, he was induced to come over to this country with a view of introducing a newer and more artistic method of decorating ware. But he met with little encouragement from the manufacturers and workpeople, who preferred the old processes to which they were accustomed, and seemed to do all in their power to thwart and frustrate his efforts. Mr. Rataud returned to France, much disappointed and disgusted, and devoted a short period to perfecting the ideas he had already formed. He was strongly convinced that there was a great future for this business in England, so he saved what money he could, and came back again to start in a small way of business, determined to sink or swim. Before very long, Mr. T. W. Harrison, of the well-known colour works, an able and far-seeing business man, offered to go in partnership with him, with a view to the development and extension of this artistic method of decorating ware. Owing to its rapid and successful development, the concern was turned into a limited company in 1898, under the style of The Potters' Decorative Supply Co., Ltd., which was carried on in the handsome and commodious premises known as Tintoret Works, Wilson-street, Hanley. This was, unfortunately, totally destroyed by fire on March 18, 1905. The company was then wound up, and Mr. P. G. Rataud joined his younger brother Mr. P. A. Rataud, who for the last three years had carried on a small, though very successful ceramic transfer works at Parker-street, Hanley, and formed a new firm, registered under the title of Ratauds, Ltd. Having aequired some adjoining premises, altogether covering a floor space of something like 15,000 square feet, they have now a very large works, devoted solely to ceramic transfer manufacture. The firm laid down entirely new machinery and appliances of the most up-to-date patterns, with a view to maintaining the high standard and reputation enjoyed by the Potters' Decorative Supply Co., of which they bought the goodwill. In this they have been remarkably successful, and are producing ceramic transfers of first-class quality. We are informed that they supply all the leading pottery manufacturers of this country, and many in Germany and Limoges, in which latter place they have a depot. They are also fully represented in the United States, both at Trenton, N.J., and East Liverpool, Ohio, where their goods have a high reputation. Their method is described as being most artistic, for, when well executed, every touch of the artist is faithfully portrayed in every transfer, and the close connection between the designer and the finished product is an essential feature of all true art.

The Atlas China Company, Ltd. (late Chapman & Sons), Atlas Works, Wolfe-street, Stoke-on-Trent, have a full line of their samples always on show at the rooms of their London representative, Mr. John Sayer, 13, St. Andrew-street, Holborn-circus, E.C. There is a large lofty room devoted exclusively to these samples, and the display is a very comprehensive one. There is a large centre table and sideboards and shelves. Tea ware is seen to better advantage when flat on a table, and a still further advantage in the present arrangement is that in addition to the teacup and saucer—the pieces usually shown—there is a slop basin, muffin, and bread and butter plate shown with each set. This, of course, takes up more space in a showroom, but the result is well worth it. Mr. Chapman himself was at the showrooms the day I called, and I find it is his intention to be at the rooms each show day. Buyers who may wish to see him can now do so in town at any time. The Atlas China Company are well maintaining the reputation Messrs. Chapman & Sons had acquired for tea ware. The new company, like the late firm, devote their attention principally to tea and breakfast ware, which they produce in bewildering variety. They make a special feature of their fine quality, transparent china, and in this they have recently brought out a number of new forms and decorations. They have now on show no less than twenty-five



TALL LOTUS.



QUEEN SHAPE.



GEM SHAPE.



DEVON SHAPE.

good shapes of tea and breakfast sets, and each shape is supplied in many printed and decorated patterns. A very fine set on show is the "Cairo." This was one of Messrs. Moore's shapes, and, together with several others, was purchased from them. On behalf of the Atlas Company Mr. Chapman purchased the moulds and plates of several sets before the public sale took place. Another

high-class shape from the same source is the "Iris," quite a classical form, as its name implies. The "Lotus" is a pretty shape, in white and all decorations. The "Bo'ness" is an effective decoration in Royal blue. Plaques, dessert ware, and a number of small fancy pieces go to make a useful and attractive addition to the extensive show of tea ware. A few of the latest shapes and decorations are illustrated. Some others will be on sale shortly. Mr. Chapman shows us a sample of a new artistic decoration that will appeal to persons of taste. There is not much of it, but the delicacy and refinement of the design are impressive. It is protected by registration.

Dudson Brothers (successors to Jas. T. Dudson), Hope-street, Hanley, are manufacturers of all descriptions of stoneware and earthenware. Their London representatives, Messrs. Mogridge & Underhay, 10, Bartlett's-buildings, Holborn-circus, E.C., have a good selection of samples of the firm's productions always on show at their rooms. One of the special lines at present is a neat floral decoration —raised flowers on coloured bands. These bands are of various colours, and the whole tone of the ornamentation is artistic. Samples of it are shown applied to all kinds of useful domestic stoneware. The firm also manufacture several lines expressly for hotels, restaurants, cafés and clubs. One of the principal productions of the firm is Jasper ware, of which they make a speciality. They supply "Jasper" in light and dark blue, brown, sage green, and dark green, and some other colours, with well modelled white figures. Jasper ware includes art vases, pedestals and flower pots, tea and coffee pots, sugars, creams, and butters, hot water and cocoa jugs, sets of jugs in several useful shapes, cheese stands and covers, tobacco jars, biscuit boxes, &c. The tea and coffee pots and jugs are supplied with either metal covers or patent lock stone covers. This firm have some useful pattern sheets showing their newest artistic decorations, which they will forward to dealers in the trade on application.

Ratcliffe & Co., Clarence Works, Church-street, Longton, are manufacturers of a large variety of useful and ornamental earthenware. The useful includes many good lines in toilet ware, dinner sets, tea and breakfast ware, and the usual domestic table ware such as teapots, jugs, cheese stands and covers, &c. Mr. W. P. Pattenden, their London representative, has samples of all these in many pleasing decorations at his showrooms, 14, Bartlett's-buildings, Holborn-circus, E.C. The firm's selections of toilet services is nicely varied as to form and decoration. The patterns include many good floral designs on useful shapes, plain and embossed. Printed and enamelled decorations on dinner ware are shown in great variety. They make shapes suitable for export and home trade in dinner, tea and toilet ware. Messrs. Ratcliffe have largely developed the artistic side of their output, and are now showing a good assortment of art vases, flower pots, and fancy lines. Many nicely modelled vases are shown, artistic in form and rich in decoration. Tall two-handled vases, with embossments and neat floral patterns on blue ground, are suitable pieces for presents. The shapes are as varied as possible, but all are on art lines, while the decorations—landscapes, flowers, fruit and birds, are designed to meet all tastes. Messrs. Ratcliffe are showing a large assortment of moderately priced art ware, well suited for any dealer's stock, and samples of most of it are at the London rooms.

Pottery and Glass at Tunis.—In 1904 the value of the imports of pottery, glass and crystal ware into Tunis amounted to 1,190,240 fcs., the German trade being 60,298 fcs., whilst the exports amounted to 51,725 fcs.

CHINESE RED GLAZE FOR EARTHENWARE.

(SPECIALLY TRANSLATED FOR THE "POTTERY GAZETTE.")

THE Chinese make a magnificent red glaze for earthenware. It has a bluish shade, and is of great and unapproached beauty and lustre. Analysis has shown it to be of very complicated composition, as the following figures will show :—

	Per cent.
Silica	59·58
Stannous oxide	0·32
Cupric ,, ...	1·20
Plumbic ,, ...	8·20
Ferric ,, ...	1·39
Alumina	8·38
Lime	11·11
Magnesia	1·70
Potash	2·74
Soda	5·27
Manganous oxide	trace
	99·89

In this highly complicated silicate the manganese appears to be the only constituent which is not essentiale It is probably derived from the iron oxide used in its. manufacture. It is also said that the lead, while making the glaze properly fusible, does not have the usual injurious effect manifested in other lead glazes of contaminating liquids kept in the glazed vessels. The glaze is said to be prepared by mixing together the following ingredients in the proportions given :—

	Parts by weight, lbs.
Silica	1,750
Oxide of tin	10
Carbonate of copper	54
,, lead	290
,, lime	570
Bicarbonate of potash ..	170
,, soda	340
Red oxide of iron	40
Alumina	240
Magnesia	50

Postal Changes.—The Postmaster-General announces that from January 1 the charge for the delivery of telegrams at addresses beyond the area of free delivery will be calculated at 3d. per mile from the boundary of that area, and not from the office door, as at present. The limit of compensation which will be paid for a registered inland letter or parcel will be raised from £120 to £400, and the scale of fees will be reduced.

Glass in Japan.—There is a steadily increasing use of window glass in stores and residences of every city in Japan, displacing to a great degree the thin Japanese paper window lights. At the present time almost the entire supply of this commodity is obtained from Belgium. The market is estimated to be worth over £70,000 in window glass and £20,000 in plate glass and glass manufactures per annum. The manufactures of glass in Japan consist for the most part of beer and other bottles, lamp chimneys and shades, drinking glasses, cut glass and a small amount of window glass. This last-named article has not been satisfactory, as the glass is not as yet made sufficiently clear for commercial purposes. Glass works exist principally in Osaka and Tokyo, Osaka having about 20 plants, with from 30 to 200 operatives. Throughout the empire there are families engaged in glass blowing, whose output consists of lamp chimneys, shades, and bottles.

TECHNICAL EXAMINATIONS IN GLASS AND POTTERY MAKING.

THE City and Guilds of London Institute (Technology Department) have recently issued a stout little volume containing extracts from the Examiners' Reports and statistical information concerning the work of last winter. Although it may seem rather late in the day for these to be published, yet they serve to awaken interest in both the past and present operations in the institute. We have already dealt with the papers, and now need only append a few extracts from the reports :—

POTTERY AND PORCELAIN.—Examiner, Mr. W. Burton. Number of classes 11, a decrease of 4 ; number of students, 153, an increase of 40 ; candidates at examinations, 88 as against 83 ; passes 53 (honours 11), an increase of 6. Comment.—It is a pleasure to report on the papers presented this year, for the steady progress that has marked the last few years is fully maintained. During the last ten years the examiners have frequently had to complain of the inability of students to make the slightest working sketch of plant or machinery, and at last it is evident that the complaints have had effect. This year many excellent sketches were made, even where no sketch was directly asked for, and answers were greatly simplified and improved in consequence. With regard to the presentation of the written answers, though much remains to be done, it is only just to say that some improvement has also been made. Teachers have evidently interested themselves in drilling their students in the arrangement of answers in a logical and coherent form. It is still impossible, however, for the majority of students to hit the happy mean between a brevity that may proceed from ignorance of the subject matter and a verbosity that serves to cloud the meaning. To train students in plain and systematic thinking, and the orderly arrangement of ideas, is quite as important as the imparting of information. The deficient training in elementary science is still only too apparent in many of the papers, and such training ought to be insisted on at every stage of the student's work. Great good has already resulted from the action of the Staffordshire Educational Authorities, and it is to be hoped that their policy of placing facilities for scientific training and practical work within reach of all the students will be still further developed. PRELIMINARY EXAMINATION.—The papers this year were exceedingly promising, showing marked intelligence on the part of the students. The worst feature was the evident lack of knowledge of elementary science. Question 1 was generally badly answered, and many of the ideas of volume, mass, and density were simply grotesque. No student had the slightest idea of the quantitative value of the reaction in question 2. In question 3 many students were of opinion that the salts contained in "hard" water would be sufficient in quantity to interfere with the fusibility of a clay ; while a favourite method of softening "hard" water was "boiling it to drive off the impurities." Question 4, on the liquefaction of elay by melting it with lead oxide, a point well adapted to class demonstration, was evidently unknown to many of the students. For several years the answers in this stage have suggested that some of the instruction was imparted in such a way as to be quite beyond the capacity of the students, and some of the answers this year render the conclusion almost certain. The terms "volume," "mass," "density," "fusibility," and "tensile strength" were used by many of the students in such a way as to show that they had no clear mental picture of what the terms imply. Several students stated that ground flint gave "tensile strength" to a clay mixture. The questions dealing with practical manufacture were much better answered, though here again one felt that the students had been given many ideas that were beyond their comprehension and that would be better reserved for a later stage of their instruction. The instruction for the preliminary stage should be as clear and simple as possible, and should not pass beyond elementary ideas. At the same time, instruction, though elementary, should be sound and precise, so that nothing has to be unlearnt or corrected afterwards. This is a difficult task for any teacher, but its importance cannot be overstated. ORDINARY GRADE.—In this grade the faults were, in some measure, due to the same causes as in the Preliminary Grade. The teachers have somewhat gone beyond the knowledge, or the capacity, of the students ; while in the answers to certain questions it almost seemed as if some of the teachers had been at fault. Many students absolutely confused the terms "hard" and "soft" as they are applied to china stone in the Potteries ; in the question as to the conditions governing the methods used for placing glazed ware, very few students mentioned the necessity for economising space ; very few students, indeed, knew why white lead is used in "raw" glazes, and why red lead or litharge should be used in preparing fritted lead : many of the students who answered the question on "encaustic" tiles had no idea of what an "encaustic" tile is ; yet all these are questions which should have been carefully explained by the teachers, touching as they do on practical matters of every-day importance in the trade. It is a great joy, to the beginner in chemistry, to use chemical formulæ as a kind of shorthand, but teachers should point out the folly of such a course, and the absurdity, involved in writing $PbCO_3$ for white lead, $Ca_2(PO_4)_3$, for bone-ash, and FeO, for oxide of iron. These actual instances occurred over and over again in the papers. HONOURS GRADE.—The papers this year were perhaps more uneven than usual. The four papers marked in the first class were so good that it was a difficult task to place them accurately, and it may be some satisfaction to the students to know that the examiner was of opinion, after spending two nights on the four papers, that with another set of questions the actual positions might just have been reversed. It was evident from many of the papers that students have realised the necessity of studying chemistry if they are to obtain a pass in the Honours Pottery examination. When similar training in Mathematics, Physics, and Drawing shall have been added to this, we may hope to reach a satisfactory position. The progress of the last five years or so shows that such an ideal is not so unrealisable as once it seemed. It is unnecessary to dwell on the bad papers, but it certainly is surprising to find some of the better papers disfigured by such satements as "Sand is a very pure form of silica having a very small percentage of quartz," or "Hard-paste porcelain is so lightly fired in the biscuit stage that the glaze enters into its pores and so becomes better incorporated with the body." Perhaps the feature of the papers that leaves the worst impression is the tendency shown by so many students to run a particular theory to death. This year the theory of the "rational" analysis of clays was used to explain almost everything, from the plasticity and tenacity of clays to the composition of china stone. Surely the height of absurdity was reached when one student—who otherwise did a creditable paper—suggested that a china clay rich in felspar might be used to replace the china-stone in a pottery body. There is a marked tendency, unfortunately, at present to treat all the questions too theoretically. An ounce of practical knowledge, based on observation, is often worth more than a pound of theory.

GLASS MANUFACTURE.—Examiner, Mr. H. J. Powell. Classes 3, as against 2 last year ; students, 12 as against 15 ; candidates, 10, against 14 ; passes 9 (honours 8) against 12. Comment.—The Ordinary Grade papers are poor ; the Honours Grade papers are very fair. This year's candidates have managed the analysis more successfully than last year's candidates, having shown more system and care.

BRITISH POTTERY IN WESTERN CANADA.—II.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 1341, *December*, 1905.)

CANADIAN TABLEWARE SCALES.—Buyers of tableware in Western Canada have varied requirements. British settlers usually drop into the three meals per day custom of the country, but mostly buy their breakfast and dinner sets made up to the English scale. American settlers, or those who have lived some time in the United States, prefer the American way of making up the sets. The three meals are breakfast, dinner, and supper, and tea is drunk at each. Afternoon tea sets, therefore, do not sell largely, and the tea sets are frequently made to match the dinner ware. For these reasons, therefore, the Winnipeg china and glass merchants have to carry large stocks of each pattern, and the ware is priced either by the set, or each piece priced separately at the option of the purchaser. It will perhaps be of interest to both British manufacturers and retailers to give in detail the composition of the sets which are selling there. A 120 piece dinner set consists of twelve each dinner, soup, breakfast, and tea plates, twelve fruit saucers, twelve individual butter pads, twelve teacups and saucers, two vegetable dishes, two cake plates, one each meat platter, teapot, sugar bowl, cream jug, slop bowl, gravy boat, soup tureen, sauce tureen, platter and baker.



PART OF FRONT OF NEW C.P.R. STATION, WINNIPEG.

WINNIPEG DESCRIBED.—The main entrance to Winnipeg for both passengers and goods coming from Great Britain is the C.P.R. station. The old wooden station has just been demolished, and a fine range of buildings erected containing booking halls, baggage rooms, and all the departmental offices for the Western system of this great railway.

The accompanying illustration shows the entrance to the station. On the left of this, not here shown, is a long building containing the passenger and freight offices, and beyond it the company is erecting a fine hotel in brick and stone, to face Main-street. This hotel will be opened next spring, and will be found useful by travellers crossing Canada, and wishing to break their journey here. An idea of the amount of ground covered by the Canadian Pacific Railroad at Winnipeg will be obtained from the fact that the company has over 110 miles of sidings there. On leaving the station one enters the city at Main-street, a wide thoroughfare running through its centre, and containing the Post Office, principal banks, and offices. Facing Main-street is the City Hall, with the market halls behind it. On the left of the City Hall is Winnipeg's only sky-scraper, the Union Bank building. Both buildings are here illustrated. The first two floors of the latter are devoted to the business of the bank; the remaining nine floors are let out as offices for grain brokers, land and commission agents, and branch offices of Toronto and other East Canadian firms.

At right angles to Main-street is Portage-avenue, both streets being very wide and having spacious concrete sidewalks. On Portage-avenue the new department store of the T. Eaton Co., Ltd., of Toronto, an imposing block in red brick, was opened last summer. Several other large blocks for furnishing and department store houses are being erected, the street reminding one of the main avenue of an International Exhibition, where great preparations are being made for a fixed opening day. Notwithstanding the appearance of haste in building operations everywhere, there are no signs of jerry-building. "The Chicago of Canada" is to be reckoned with as one of the great commerical cities of the world. The spirit that pervades the business men of Winnipeg is not the worship of the almighty dollar, but is more akin to the spirit of British commercial life, where the ideals are—a successful business, a great commercial nation, and a love of work for work's sake. The Canadian North-West wants British goods, for the number of British farmers and business men is larger there than in other parts of Canada. Further, the American and French clements are not so strong in the North-West, hence the demand for goods from the United States and the Continent of Europe is smaller than in Ontario and Quebec Provinces.

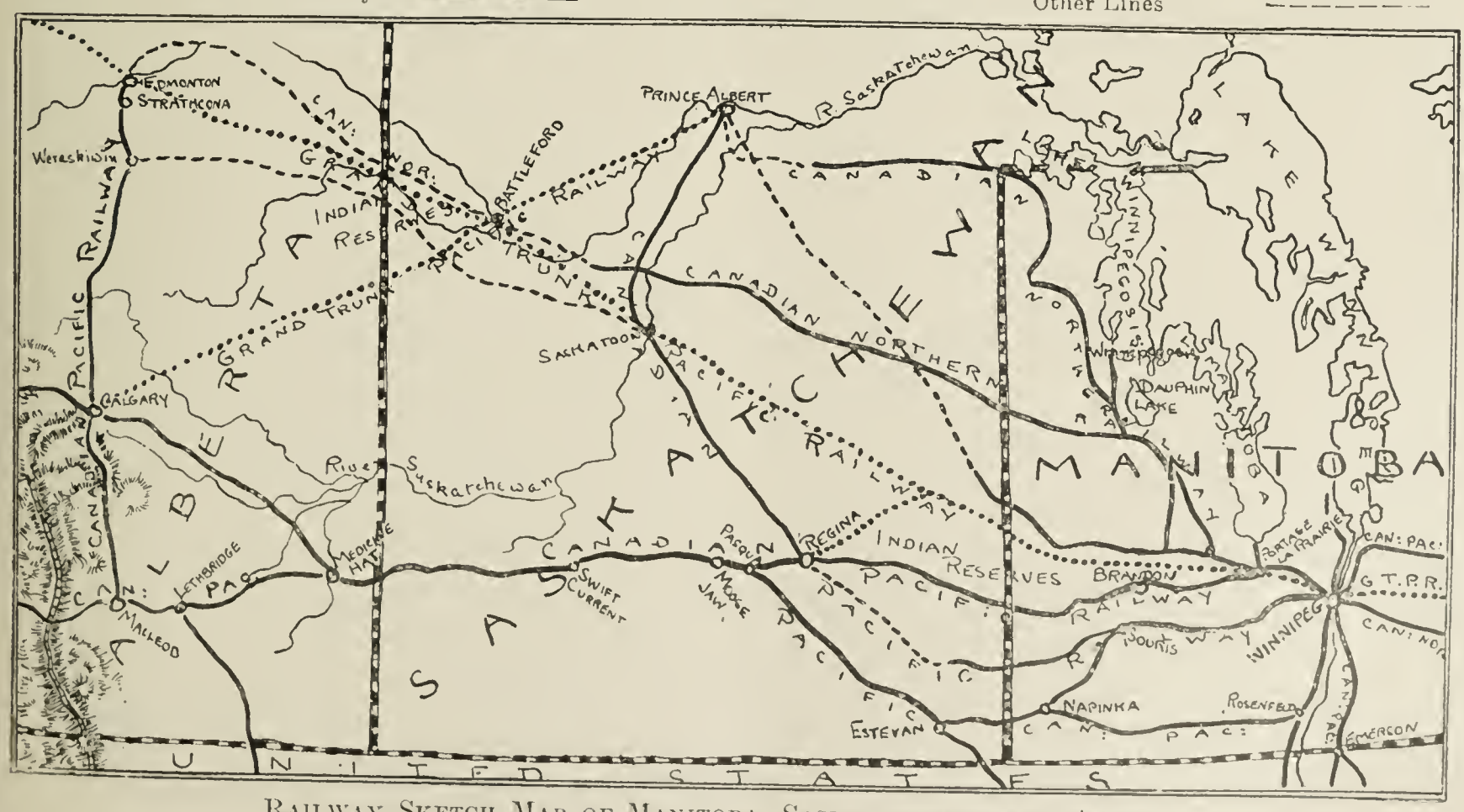
There is a good service of electric cars in Winnipeg, but the general means of locomotion is the bicycle, which is used by business men, clerks, messengers, and workmen alike for going about the city. The keen, crisp prairie air, uncontaminated as yet by factory smoke, seems to give a briskness to everybody's movements. There is an alertness and a courtesy about the business men that seems to serve better than any amount of American hustle. The telephone is very extensively used, practically every private house of any size, as well as all places of business, being on the 'phone.

WINNIPEG AS A DISTRIBUTING CENTRE.—British goods destined for all parts of Manitoba, British Columbia, and the new provinces, Alberta and Saskatchewan, are practically all stocked at Winnipeg. In the wholesale quarter of the city are numerous large warehouses, well built of white brick, containing from six months' to one year's stock of crockery, hardware, and every commodity needed by the town and up-country storekeepers of Western Canada. These goods are (1) ordered direct from Europe, (2) through the firms' agents in Montreal or Toronto, or (3) from travellers sent out by the manufacturer or Canadian

commission agents. However ordered, the Winnipeg firm is careful to make up what is called a "car-lot." A railway freight car in Canada is roofed and has sliding doors and holds from 20 to 30 tons of goods. The rate of carriage is based on twelve tons per car load, so that it is possible with the largest cars to carry up to thirty tons from the eastern port of entry, say Montreal or Halifax, at a low through rate estimated on the rate for twelve tons. Hence one of the reasons why a Winnipeg wholesale merchant wishes large quantities of goods sent in one shipment, and dislikes having part of his order despatched with the advice note marked "rest to follow." Again, the cost of goods sent to Winnipeg from Liverpool is very little more than for goods sent from Montreal. The ocean rate is very small, and as the railway cars run alongside the vessels, there are no cartage charges, and the wharfage dues add very little to the total cost of transit. A rough estimate of the average freight rate from England to Winnipeg is 70 cents (3s.) per 100 lbs. weight. The Winnipeg merchant adds freight to the cost of the goods as invoiced at the works, then the customs duty (one-third of the duty being deducted for British-made goods), and so finds the cost of the goods when delivered to his warehouse. Now, as to the distribution of these goods to his customers spread over an immense country—from Lake Superior to the Pacific coast—south to the United States boundary, north to Hudson's Bay and the Arctic Circle. From information supplied by several Canadian railway officials, I have been enabled to get a rough sketch map drawn, and here shown, of the country between Winnipeg and the Rocky Mountains. This map shows how well Manitoba and the two new provinces—Alberta and Saskatchewan—will shortly be served by the three railway companies which are constructing new lines through an immense tract of undeveloped country. Winnipeg is the centre of a network of railways radiating in all directions, and new lines are being planned. The chief of these is the Grand Trunk Pacific, which will run through Winnipeg to the Rocky Mountains, parallel to, but about 100 miles north of the present C.P.R. main line. This will open up new settling country in the North-West, and another line destined to have the same effect is the Canadian Northern, the



The Union Bank Building and City Hall, Winnipeg.



Railway Sketch Map of Manitoba, Saskatchewan, and Alberta.

main line of this railway has just reached Edmonton, the capital of Alberta. The C.P.R. was the pioneer in opening up the Canadian North-West, and the company are continually reaching new districts, by constructing branch lines north and south of the main line. The Winnipeg merchant follows his plan of car-loads as far as possible in distributing his goods. Car-loads are made up for Regina in Saskatchewan, Calgary in Alberta, or Vancouver, and distributed throughout these districts by an agent there. The population of the North-West is being augmented by over 300,000 settlers per year. Within a few years there will be as large a population in Western Canada as the whole Dominion hitherto had. British manufacturers and exporters have a great opportunity afforded them for placing their goods in new and growing markets. Will they rise to the occasion, and hold these markets for British-made goods ?

(To be continued.)

A LITTLE KNOWN WARE.

(SPECIALLY CONTRIBUTED.)

WE are so much in the habit of supposing that whatever is to be known of pottery is known to us that it may come with somewhat of a surprise to many of our readers to learn that at least two kinds of ware are not and never have been manufactured in Great Britain. Wares known as tin-glazed ware and hard-paste china. Of the hard-paste china we do not propose to say anything at present; but a few notes on tin-glazed ware—not so much upon the historic wares of the past, as on the regular everyday make of the present—may not be uninteresting. Since man first made ware, the question of how to provide the porous, rough, unpleasant-feeling surface of the biscuit with a smooth, impervious, easily cleaned skin has been a matter of study and experiment. The hard, semi-vitreous clays, resisting a high temperature, and rich in silex, lent themselves readily enough to salt glazing ; but this is an expensive, difficult, and somewhat risky process. The suitable clay was not always to be found, and salt, especially in those countries where it is taxed, was a by no means economical article to use for the purpose. Someone having a softer and less refractory clay to deal with hit upon the use of galena ; someone else tried red lead, and a vast quantity of cooking wares were and still are made on these lines. Probably the vast majority of peasants have for a batterie de cuisine a set of pans of one or other of these kinds of ware. This is certainly true of all the Latin peoples, and partly true of the South Germans. It would be so in our own land but for the use of coal fires, which are totally unsuitable for any but iron pipkins. That earthenware cooking vessels—I mean for boiling on the fire—have not been so long out of use in some parts of Great Britain, the shape of the metal "crocks" seem to indicate ; for many, especially the "kailpots," are modelled on earthenware forms. For earthenware may be used where turf or peat is used as fuel, and coal has not been the sole fuel of our people for a very long period.

The surface of the galena and lead-glazed wares is excellent—bright, clean, generally uncrazed and easily washed—but it leaves a good deal to be desired ; it is transparent, and the dark red or yellow of the ordinary biscuit takes on a still deeper tone. Then, again, they are both very readily attacked by acids, some of the lead glaze being easily dissolved by lemon juice. This, however ignorant the peasant might be, he discovered, and was eager to find a ware free from this serious defect, and more pleasant to the eye than the rough red ware. Someone, who, can never be known, discovered that by fusing metallic tin and lead together, oxidising the mass, adding to the combined oxide a little salt and silica, fritting these together and grinding up the result to a fine powder, produced an opaque glaze that gave to the commonest clays a superior appearance. Slowly, inch by inch, as is the case with all human discoveries, a finer and finer frit was discovered, a purer and purer glaze obtained ; till at last a glaze, so white, so pure, and brilliant was evolved that it compared, and not unfavourably, with the white porcelain of the East. Away back in the Middle Ages the Italian potters produced results that have never been surpassed, so much so that for the last two or three centuries this class of ware has made no progress whatever.

The cheapening of white earthenware has doubtless had to do with this, for the French, Italian, and Iberian makers of "tin-glazed" wares have really retrograded from the position of their forefathers. A few, such as the manufacturers at Nevers and Blois, make a really high-class and artistic ware, but the great majority confine themselves to making cheap basins, plates, and cooking vessels, sold for a few pence in the markets of their little country towns.

The decoration, of the roughest and crudest character, is, as almost all national pottery is, of strong and glaring colours; for this glaze readily lends itself to colours that are almost the despair of the white earthenware maker. The brilliant scarlet, which is the desire of our home potter, is easily produced on this class of goods, and the greens, blues, and oranges take on a brilliance and purity all their own.

The ware to be seen in any market town in Southern France, Spain, Portugal, or Italy, is almost invariably of an inferior, dirty yellow grey colour, and consists of bowls, plates, and jugs, made on the wheel, and showing in the form and outline a certain pleasantness to the eye, which is almost always the characteristic of a purely handmade article. The decoration, done with a few sweeps of a dabber, is crude ; a cottage with a tree, roughly sketched flowers, or those primitive forms that the peasant farmer of every land seems to like. In Brittany one or two factories make a quantity of rough ornaments, many of which, owing to tourists, are brought over to England as mementoes. These are a little better ; but with very few exceptions the ware is of the roughest and crudest character. Those who have seen really fine specimens of this pottery would scarcely recognise the kinship of the present degenerate wares. There are in existence specimen plates (the writer has in memory the remains of a dinner service) on exhibition in a little place abroad which it would puzzle any man to distinguish from first-class china or earthenware, so long as he was not permitted to handle it ; and which is quite equal in appearance to any first-class white ware. Of course, it is softer, and more easily chipped and broken, yet the pieces, for there are several, are wonderfully free from crazing, though a century or more old.

This ware, except in the hands of a few specialists, it is probable, will gradually die out of common use. A few who work in it, reproducing copies of the great masters of the art, or making ornamental pieces on the same lines, may continue for many years to come; but the ware seems likely, as an ordinary article of commerce, to be doomed. Its makers are seeking new means and methods ; for, although to produce a poor article is very easy indeed, the purity and beauty of the best extant specimens are difficult and expensive to attain. The increasing price of tin and the cheapening of ordinary white ware must bring it to an end. This is to be regretted, for it is a branch of our manufacture with a most interesting history, and marking a well-defined stage in the progress of the potter's art.

ON THE BREAKING UP OF THE SURFACE OF THE GLAZE IN THE ENAMEL AND HARD KILN.

(SPECIALLY CONTRIBUTED.)

THE defect known as "spitting" or breaking up of the surface of the glaze on being refired at a heat inferior to that of the glost oven is one which has been deeply investigated by potters, without, to my knowledge, having been assigned to any direct cause. Probably the following remarks may be of interest to those who have studied the question, and may help to throw light on the theory which governs its development.

On reviewing the conditions which tend to bring about the defect, and also taking into consideration the fact that it can, to a great extent, be avoided by adopting certain mixtures, I am inclined to think that the action depends mainly on three phenomena, viz.: (1) The molecular rearrangement of the molecules of the silicates in the glaze; (2) the presence of "occlusion gases; (3) the existence in the glaze of two groups of silicates or solutions, one with a considerably higher fusing point than the other, the melting-point of the latter becoming the apparent melting-point of the glaze on reheating.

With regard to the first phenomenon we know that in practically every glass the molecules of the silicates are subject to a certain rearrangement after the glass has been formed; that the extent of this molecular rearrangement is in some degree governed by the composition of the glass; and that, as a rule, glasses formed of simple silicates are less liable to this disturbance than those made from more complex ones. In other words, simple silicates are more stable than complex. To illustrate this we might quote the discovery of the International Committee on Metric Prototypes, which, on investigating the gradual depression of the zero-point of mercurial thermometers, found it to be due to the expansion of the glass. This difficulty was overcome by the adoption of the "verre dur" of Tonnelot, a glass which was found to alter hardly at all, the composition of which is as under:—

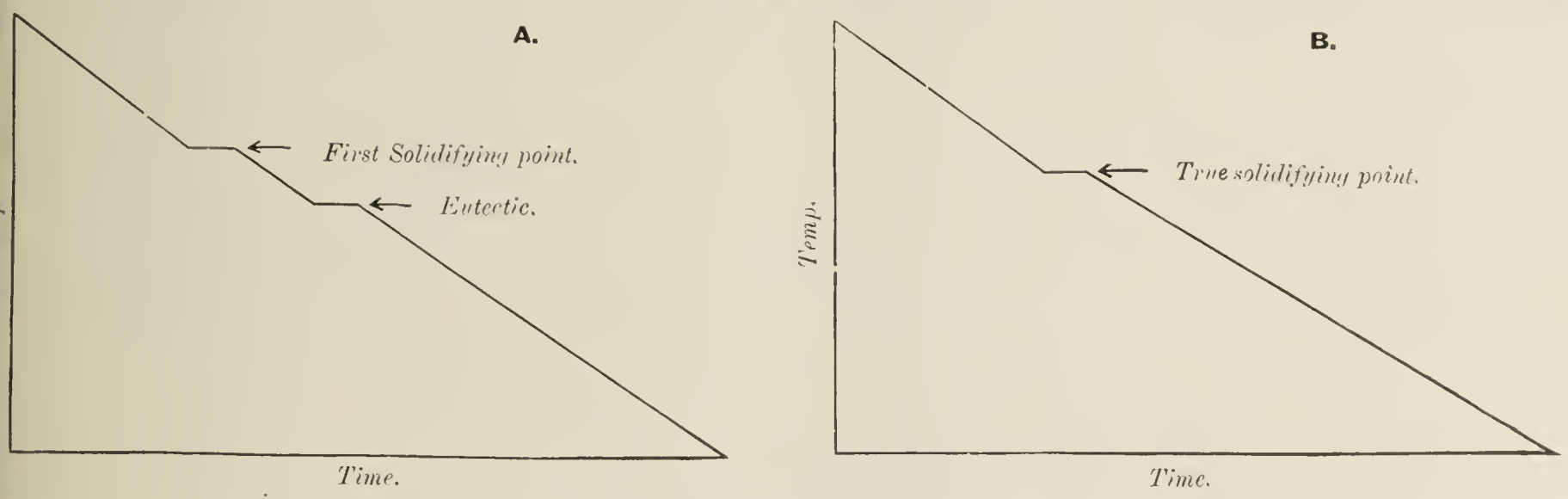
	Per cent.
SiO_2	71·45
SO_3	0·74
Al_2O_3	1·26
F_2O_3	0·29
CaO	14·52
Na_2O	11·17
K_2O	0·30
Cl, MgO, MuO	Trace
	99·73

It will be seen that this glass is a soda glass containing only a small percentage of potash, and it was proved by experiment that to increase the potash was to decrease the stability of the glass,

We might consider the simple silicates as *uniform compounds*, whereas complex silicates are solutions of one or more compounds in other compounds. This point is of material importance when we come to discuss the stability of ordinary earthenware glazes which, from their composition, are of an extremely complex nature.

The second point refers principally to the effect of time, and may possibly explain the reason why old ware is so much more liable to "spit" than new. The first effect of time upon a glass is the "surface occlusion of gases." To illustrate this point we might take for example a practice adopted in the manufacture of glow lamps. You make an incandescent (electric) lamp put it on the mercury pump, and exhaust it until the mercury ceases to fall. Afterwards heat the bulb with a Bunsen burner, and the mercury starts running again, *e.g.*, the "occluded gases" are given off. The quantity is quite considerable, and hence the universal practice of all glow lamp manufacturers of heating the bulbs during exhaustion.

From these facts we may assume the following:—That glazes are subject to expansion and contraction by molecular rearrangement. This is accompanied by the surface occlusion of gas from the atmosphere, and the process requires *time* for its completion. Some glazes stand better than others on account of their chemical composition.



A.—Diagram showing Cooling Curve with Eutectic.
B.—Diagram showing Cooling Curve of a mixture which in itself is a Eutectic.

I have referred, at the commencement of this article, to certain mixtures which, if adopted, minimise the risk of "spitting." After making a number of experiments I have found that a simple lead glaze in which there was no trace of borax or other alkalies could be fired not only in the enamel kiln, but in the hard kiln a great number of times without developing any sign of "spitting"; and also that glazes containing an increasing proportion of borax and alkalis became more susceptible as the quantity (up to a certain point) of these materials was increased.

These facts lead us to consider the comparative ultimate constitution of the earthenware glaze and the simple lead glaze on going into the kiln for reheating.

All glazes have, while they are being melted upon the biscuit, the property of dissolving and assimilating certain portions of that biscuit (notably the silica), and holding them in solution at the maximum heat of the glost oven. But the proportion of these substances held in solution when the glaze is cold varies according to its chemical composition. During the process of cooling certain portions of these substances, which have been held in solution at the maximum heat, separate out. Whether they separate out as definite chemical compounds, as is

stated by some authors, or simply exist in the matrix of the glaze as solid solutions, does not affect our argument. The fact of this separation taking place enables us to assume that those glazes which are not unsaturated at their freezing point are composed of two groups of silicates or solutions, one with a low fusing point, and the other with a considerably higher one. The latter has a tendency to "freeze out" and become insoluble in the former on reheating, when the apparent fusing point will be that of the more fusible silicates corresponding to what is called the "eutectic" or solvent solution. For example, the saturation point for a solution of, say, aluminum silicate in a soda lime silicate is soon arrived at, and the fusing point of such a mixture is very high. On remelting such glasses they separate out opaque nuclei, but the apparent fusing point is lower. Such phenomenon may occur with other mixtures of silicates as well, varying in intensity according to the solvent power of the eutectic.

Now the enormous solvent power of lead silicates is well known and utilised in the arts. Take, for instance, gold assay, where all kinds of silicates and quartz are dissolved by fusion with litharge; this method is infinitely easier than decomposing silicates with alkalies. Bearing in mind this high solvent power of lead silicates in comparing the ultimate lead glaze with the earthenware glaze, we might assume that the former has the nature of a solution unsaturated at its freezing point, while the earthenware glaze, being composed of mixed alkali silicates of lesser solvent power, is of a binary nature at its freezing point. The accompanying rough diagrams of cooling curves may show this point more clearly.

This theory would point to such a segregation as we have already referred to taking place in the case of any glaze which is composed of mixed alkali silicates and melted upon a substance containing a quantity of free silica.

In conclusion, then, the ordinary earthenware glaze will be composed of two groups of silicates or solutions, the fusing point of the eutectic, or softer, solution becoming the apparent fusing point of the glaze on reheating, whereas the lead glaze, being in itself a eutectic, will fuse only at its true melting point. I will now pass on to the behaviour of these two glazes on firing in the enamel or hard kiln, and also consider their probable physical condition before reheating. As I have already remarked, the lead glaze withstands reheating without developing the defect. It is, compared with the earthenware glaze, composed of simple silicates, and is one in which we should not expect to find any excessive rearrangement of its molecules. The apparent physical effect upon the complex silicates due to an excessive molecular rearrangement bringing about an expansion of the glass will be minute cracks upon the surface. These can easily be defined in some glazes under the microscope. Now, the effect of time upon the glaze is the occlusion of gases not only on the surface of the glaze, but to an exaggerated degree in these minute cracks. At an early stage during the re-heating of the glaze the eutectic solution will melt presumably first of all upon the surface where the heat is greatest, closing the top of the crack and confining the occluded gases. I am inclined to think that *spitting is the rising of these occluded gases through the molten eutectic solution*, causing bubbles and blisters. I maintain that the lead glaze, being in itself a eutectic whose melting point is that of the heat of the glost oven, remains unaffected at a higher heat in the enamel kiln, allowing ample time for the escape of the occluded gases. In what few sections I have seen of pieces which have spit out, I have not so far noticed any in which bubbles appear to be rising from the under surface of the glaze. This seems to point to the action taking place entirely on the surface, and not emanating from the biscuit. Should this prove to be the case when further examples are examined microscopically, it will destroy the idea which once existed that spitting was due to bubbles rising through the glaze consequent upon an action taking place between the body and the glaze.

It is well known that old ware is more liable than almost any other to the defect, and it may be accounted for by the presence of these minute cracks due to molecular rearrangement in conjunction with the abundant presence of occlusion gases.

Should a crazed piece of ware be put through the kiln, bubbles will be seen in every case following the lines of the crazing, which, to my mind, is an extreme form of the above theory.

Another observation which strengthens my opinion of the theory of occlusion gases is that their action is accelerated by the presence of ammonium salts in the air, and I have often noticed that ware kept in warehouses with earth floors is much more liable to spit than ware which has been kept in warehouses, say, on the first or second floor. Probably the atmosphere of the warehouse in the first case is, to a certain extent, charged with ammonia.

The foregoing remarks are intended more to suggest a cause than a remedy for the defect. It may, of course, be possible to make our glazes unsaturated at their freezing point and of simpler constitution, in which case, according to my experience, they would be less susceptible to the fault. The difficulty of adopting the lead glaze in ordinary manufacture would, in the first place, be its bad colour; whether this could be overcome by the introduction of such agents as arsenic or manganese is a matter for experiment.

MARC SOLON.

Glazing Cooking Utensils.—Boissonet makes a highly aluminous earthenware body from equal parts of Planards kaolin (near St. Vallier, Drome), Dieulefit kaolin (Drome), and Auberives kaolin (Isere), these being ground dry, mixed, stirred up in water, and run into settling tanks. As soon as the sediment has set hard enough to be worked it is dug out of the tanks, and worked up into pans, plates, &c. The dried ware is fired at 990 deg. C. (·08 Seger cone), and when cooled is dipped in the glaze. If the decoration is to be over the glaze, the glazed ware is dusted over thinly with potassium silicate in order to harden the glaze. The decoration is next applied, either by means of a rubber stamp, transfer, or by hand painting. For underglaze decoration the design is printed on the biscuit, and the ware is then dipped in the glaze. The pigments used for this purpose are as follows:—For blue, cobalt oxide; for green, chromic oxide or copper oxide; for red, iron oxide; for brown, manganese oxide; for grey, nickel oxide; for yellow, uranium oxide or lead chromate; for black, iron oxide and cobalt oxide calcined together. The oxide pigments are ground very fine, and passed through a silk sieve, after which they are mixed with gum arabic, lichen, or gum tragacanth, with glycerine. The glazes are all on a base of borax, boric acid, potassium nitrate, chlorides of potassium or calcium, calcium carbonate, barium carbonate, kaolin, felspar (Limoges), quartz, and silica. Eighty parts of this base are mixed with 20 of one of the aforesaid metallic oxides, the whole being melted in a crucible and ground in water. If the glaze is desired to be opaque it is incorporated with 2 per cent. of tin oxide or zinc oxide. For a transparent glaze, on the other hand, no such addition is made, the mixture being melted and ground under water. The transparent glaze contains borax, 30 parts; boric acid, 20; silica, 5; porcelain glaze, 15; calcium carbonate, 30 per cent. The glaze may be fired in a muffle furnace or in an up-draught or down-draught kiln, and the operation takes thirty hours, twelve of which are at low heat, the finishing temperature being 1100 deg. C. (Seger cone 92), after which the kiln is stopped airtight, and the contents left to cool down for seventy-two hours.

SOME FAMILIAR FACES IN THE POTTERY TRADE.

(*Continued from page* 1336, *Vol.* XXX.)

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

MR. THOMAS TAYLOR, J.P.

MR. THOMAS TAYLOR, J.P., is the respected head of the widely known business of Taylor, Tunnicliffe & Co. (1900), Ltd., of Eastwood, Hanley, and his place in our series of "Familiar Faces" is justified by his popularity among his fellow-manufacturers. As yet Hanley has only faintly realised the great debt it owes to Mr. Taylor for establishing a new industry in its midst. Mr. Taylor, by his mechanical and scientific genius, brought to Hanley an extensive technical industry, which would otherwise in all probability have gone elsewhere. That industry, which now forms an important branch of the potting trade, is almost entirely an outgrowth of modern discoveries in the electrical world. The invention of telegraphs and telephones brought in its train the need for insulating accessories, and the value of porcelain in this connection is well known. Mr. Taylor was quick to seize his opportunity. It was doubted whether clay could ever be made to produce appliances finished to such a nicety and in such curious shapes as were needed, but Mr. Taylor possessed the requisite knowledge to enable him to overcome the difficulties which presented themselves, and thus he introduced to Hanley a trade which to-day gives employment to many hundreds of workpeople. The factory of Messrs. Taylor, Tunnicliffe & Co. is thoroughly utilitarian in its productions, which, although they offer little scope for artistic treatment, must be unequalled for their fine finish and absolute accuracy of shape. In many cases the actual designers, viz., the electrical engineers, having little or no knowledge of the exigencies of the potting trade, endeavoured to insist upon absolute impossibilities until practical modifications suggested to them enabled them to adopt a suggested form answering both their own requirements and those of the manufacturers. In the course of our chat with Mr. Taylor, he showed us one article he makes about the size of a walnut, with nearly twenty measurements in millimetres. This will give some slight indication of the technical demands made in this difficult branch of the trade. Of course, other articles are produced besides electrical fittings, such, for instance, as door furniture, earthenware plates for scales, artists' palettes, developing dishes for photographers, thermometers, and so on, all entirely distinct from domestic goods, but the electrical trade is the most important. Many of the fittings are made from specially prepared clay, which is "pressed" in the plastic, or semi-plastic, state, and the machines in which this process is carried out are models of ingenuity. A large proportion of them are either the invention of Mr. Taylor or have been modified by him in various ways to meet his requirements. If an order comes in for an entirely new fitting, no matter how intricate it may be, Mr. Taylor quickly evolves a "tool" to make it with. Some of the fittings may have to be built up in pieces; some may need to have threads bored into the clay for the reception of screws, each thread having to be made separately; some may require numerous holes, slots, and recesses pierced in them, which only penetrate into the clay for a certain distance, or are "undercut"; some may require to be hollowed out inside, and some of the most delicate little things have to be moulded in a curious tool which must afterwards be carefully "unbuilt" in sections from around the plastic form inside Some of the "tools" used in these processes are almost as big as small printing machines, while others are quite small, and can be worked by girls sitting at their benches. Many of the machines do in a few seconds what it would take hours to do by hand, while others turn out articles which, it is safe to say, would absolutely defy manual labour to produce at a marketable price. A big staff of skilled mechanics is constantly employed in the making and renewing of these tools, while from time to time many are discarded as obsolete and supplanted by others of a more efficient type. As may be supposed, goods required for such highly technical purposes as electrical fittings need to be very carefully compounded as well as carefully made, and the firm consequently find it necessary to calcine and grind all their own material. For the purpose of testing goods required for high tension purposes the firm have, within the past few weeks, erected a new testing-room, which is splendidly appointed in every way. This department, where the goods are tested after firing, is an interesting adjunct to the ordinary pot works. Here the town's supply of electric current is received at 200 volts, and, by a powerful transformer, is conveyed to the goods to be tested, under the control of an experienced operator, at an increased voltage, in various stages from 2,000 to over 60,000 volts. When it is remembered that 20,000 volts has been estimated to be equal to lightning, and that, on occasion, the firm have been asked to produce fittings able to withstand five times that tension, it will be admitted that the business has great responsibilities, and it is fortunate in having such a man as Mr. Taylo at its head to direct its operations.



MR. THOMAS TAYLOR, J.P.
[*Photo. by H. Baker, Birmingham.*

Although Mr. Taylor is not a native of the Potteries, he has spent over fifty years of his life in the district. Born in 1833 at Birmingham, he came from that city as a youth with an early acquired practical knowledge of tool-making, in the then popular Florentine button trade and other technical mechanical businesses, including the making of gold guard chains and clock movements. He spent about twelve years with the firm of James MacIntyre & Co., potters, of Burslem, in the capacity of mechanic and tool maker, and he relates many pleasant reminiscences of his connection with the late James MacIntyre and the recently deceased Mr. Thos. Hulme. In the year 1867 he commenced business in Hanley in co-partnership with the late Major W. Tunnicliffe, who had served his apprenticeship with the firm of James Edwards & Son, of Dalehall, Burslem, and who had also been for a considerable number of years with the late Mr. Joseph Clark, of Burslem, where he had acquired a thoroughly practical knowledge of potting. The two thus combined the necessary knowledge for the trade of mechanical potters. After a term of ten years at Havelock Works, Broad-street, Hanley, they removed to their present more extensive and modern works at Eastwood, Hanley, where still further developments have from time to time been made. When the electric light came to the front about

twenty-five years ago, they at once saw the possibilities it offered for the future, and from that time onwards they have been in the first rank in the manufacture of this class of goods, for the supply of which they are on the list of various Government and Colonial departments. Mr. Taylor and Mr. Tunnicliffe continued the dual control of the business until shortly before the retirement of Mr. Tunnicliffe some years ago, when the business was converted in o a private limited liability company, with Mr. Taylor as chairman. Mr. Taylor has the reputation of being one of the most kindly and considerate employers in North Staffordshire, and, in particular, he pays special attention to the welfare of his lead workers. So efficacious are the precautions taken to safeguard the workers in this department that there has not been a genuine case of plumbism there for about four years. The cleaners after the dippers are not only provided with specially shaped dishes filled with half an inch of water, into which all heavy particles of moist glaze fall at once, but all round the room under the work benchruns an air conduit, with a powerful fan working at the outlet. This fan sucks the air away from the workers, and any particles of dry glaze which remain in suspension are at once drawn into the conduit, and thence ejected into the open air outside. A piece of paper held in the hand near the cowl where the cleaners sit will at onte flutter towards the conduit, demonstrating its effectiveness for the purpose for which it is designed. Mr. Taylor is, at the present moment, bringing plans of this room under the special notice of the Joint Committee of Manufacturers, of which he has been a member since the first Home Office inquiry in 1896. He then advocated the periodical examination of the male workers as well as the females, and this has since come about. He also made many other suggestions, in the matter of ventilation, and so on, which proved of he greatest value to the Home Office. Mr. Taylor enforced the examination of all his female workpeople in the lead departments long before this became compulsory, and for years paid a doctor to examine his workpeople, with excellent results. He has also well-appointed mess-rooms for lead workers, and cooking kitchens for the other workpeople.

Mr. Taylor was placed on the Commission of the Peace for Hanley on May 23, 1887. He was a member of the School of Art Centre until the Town Council took the control of the Art School into its own hands. He has done much for the development of musical taste in the district, and was greatly interested in the old Hanley Philharmonic Society and Male Voice Choir. He is an "Alderman" of the organisation known as the Hanley "Anciente Corporatione," and on one occasion presided at its annual venison feast, which has been perpetuated now for 122 years. He has also presented the "Corporatione" with a very handsome wassail bowl of earthenware and a beautiful silver loving cup, ladle, &c.

Upwards of 40 years have elapsed since Mr. Taylor's connection with Freemasonry began. He was initiated a member of the Menturia Lodge, Hanley, in 1865, and was installed Master in 1870. At that time the Province of Staffordshire was without a Provincial Grand Master. Mr. Taylor took the first steps to bring the name of the late Earl of Shrewsbury forward to fill that office, and he was accepted by the Grand Master of England, appointed, and installed during Mr. Taylor's year of office. From that date until his death in 1877 his Lordship took a prominent part in Masonry, and was President of the Staffordshire Masonic Charitable Association. In 1873 his Lordship appointed Mr. Taylor Provincial Grand Warden of Staffordshire, the highest honour in his power to bestow. In 1885 Mr. Taylor took the first steps to establish a second lodge—the Gordon—in Hanley. It was consecrated on March 30, 1886. The new lodge has since fully justified the efforts of its founders, and now holds a prominent position in the Province, more especially in regard to its support of the masonic charities. In 1895 Mr. Taylor was elected Worshipful Master of the Gordon Lodge, in celebration of the lapse of a quarter of a century since he was in the chair of the Menturia Lodge, and it is remarkable that Mr. E. E. Scrivener and Mr. T. Bickley, J.P., who were his wardens in 1870, occupied a similar position at his second installation. They are both living to-day, and have been associated with Mr. Taylor in masonic work for forty years. In 1903 Mr. Taylor was appointed Grand Junior Deacon of England, and he has also held grand honours in Supreme Grand Chapter of England and Great Priory of England of the Order of Masonic Knights Templar, and other masonic orders. He has always been an active and prominent supporter of masonic charities, having qualified for his first stewardship of the festival of the Royal Masonic Institution for Girls in 1874, when the late Lord Shrewsbury presided, and the Masons of Staffordshire presented the Institution with a complete new outfit of Staffordshire earthenware for the use of the schools. Since that time his donations to the three London central institutions—the Royal Masonic Institutions for Girls and Boys and the Royal Benevolent Institution for aged and infirm Freemasons and widows of Freemasons—have qualified him as vice-patron of each. He also gave a donation of 500 guineas in one sum towards the purchase of a perpetual presentation scholarship to the Royal Masonic Institution for Girls, which gives the Province of Staffordshire a presentation—known, after Mr. Taylor, as the "Taylor Scholarship"—of one girl in perpetuity, at a cost of 1,500 guineas. Since the establishment of the Staffordshire Masonic Charitable Association, in 1871, he has been a regular supporter and worker in connection with it, and was appointed its President in 1898, during which year the great centenary festival of the Royal Masonic Institution for Boys took place, when over £130,000 was subscribed by Freemasons under the Grand Lodge of England, by means of which the splendid institution at Bushey was built, to accommodate nearly 500 boys. Mr. Taylor is now a member of the Board of Management of this institution.

The Manufacture of Glass was carried on in the village of Chiddingfold, Sussex, in 1581; and in Charnock's "Breviary of Philosophy" appear the following lines :—

> As for glassmakers they be scant on this land,
> Yet one there is as I do understand;
> And in Sussex now is his habitation,
> At Chedingfold he works of his occupation.

The New Swiss Tariff, which comes into force on January 1, 1906, makes no change in the rate of duty (9s. 7d. per 100 kilos.) charged on Lavatory Fittings of porcelain, of which a large and increasing proportion is supplied by the United Kingdom. Common pottery is to be charged 2s. 10d. per 100 kilos., but superior pottery, porcelain, and china goods remain at 12s. 9½d. per 100 kilos. The total imports of pottery and china in 1904 amounted to £274,000, of which the United Kingdom supplied £17,000, there being an increase in both cases. The following were the principal articles imported from all countries and from the United Kingdom :—Porcelain and china. £61,200; common and superior pottery, £104,000 (United Kingdom £3,700); lavatory fittings of porcelain, £17,600 (United Kingdom £9,900). The imports of porcelain and china from the United Kingdom, small as they always have been (£900 in 1903), still further declined to £130, while German china, &c., increased to £37,000, or 60 per cent. of the total imports.

A POTTERY DEALER ON CANADIAN TRADE.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

MR. WILLIAM McBURNEY, of Whitehall-street, Dundee, is a gentleman in the prime of business life. Besides his chief saloons in Dundee, he possesses branch businesses in Perth and in Belfast, and he was likewise the founder of the Aberdeen business recently made over to his brother. Mr. McBurney has a grasp of the conditions of the china, pottery, and glass trades at home and abroad which is not matched by very many of our British merchants of the best class. During 1905 he repeated earlier visits to Canada and the States, and accomplished a tour of some extent and duration, the general impressions arising from which have already appeared in most interesting form in the daily press of Dundee. A few weeks ago a special commissioner of the POTTERY GAZETTE introduced himself to Mr. McBurney, in Dundee, and there followed a very interesting interview on the conditions of our own industries out in Canada and the United States, and on the chances, in the future, of a better hold being obtained on the markets there as an outlet for British-made goods. What follows is, as near as possible, in Mr. McBurney's own language :—



MR. W. McBURNEY.
[Photo. by Watt & Sons, Dundee.

During my stay of seven weeks in Canada and the States I can only recall one place where I had my tea out of English china. From Quebec to the farthest confines of Manitoba I saw no tea-cups in use other than coarse earthenware or "made in Germany" china.* Dropping into a country store near the border of Assiniboia, I was confronted with a miscellaneous collection of German china of the most atrocious patterns, and of which the storekeeper was quite proud, the poor man having never seen anything better. On returning to Winnipeg I inspected two good-class china stores, and as a matter of fact these were the only two stores in all my travels where they were showing up-to-date goods of medium and better-class grades. Germany was kept in the background for once. And here, in passing, I should like to ask our manufacturing friends at home to keep their eye on Winnipeg, for there the foundations are laid of what one day will be a mighty city, the central distributing point of the Great North-West. The city of Winnipeg, within a few years, will be the premier railway centre of Canada, and will eventually rival in importance the Chicago of to-day. Before leaving Winnipeg I came to the conclusion that within five years that city would be importing its own supplies direct, instead of buying through Toronto importers. It seemed very strange to me that Montreal should take such a back seat in the import trade. I never once heard that city mentioned by a Western trader; the whole of the supplies seemed to be drawn from Toronto. I presume Montreal is too busy nursing its Gallic *patois* to have any cares about Western commerce.

I put up at the Clarendon Hotel in Winnipeg, and was pleased to note that all their toilet and dinner ware was of British origin, but Longton china was ousted by those horrid broad gold band teas from Germany. Why this should be so passes one's comprehension, and if this state of matters is allowed to go on unchecked over all this immense stretch of territory it will not redound greatly to the credit of the British china manufacturers in their dealing with Colonial markets. I noticed that small stores were fairly plentiful where German china teas, and numerous other sundries from the same quarter, were offered for sale, and also common printed earthenware teas, but never a bit of Longton china to be seen on the shelves! Two things are absolutely certain—neither tariff nor yet railway rates (as in this country) operate in favour of the Germans; it is simply their trading methods in introducing successfully to the Canadian market an article much inferior in quality, and not appreciably cheaper than British goods. Good business this, you will say, and so say I. I now regret exceedingly that my arrangements did not give me an opportunity of visiting Toronto, and going to the root of the matter. The key to the situation is to be found there. If importers gave British goods an equal chance with German, the latter would not be so much in evidence all over the country.

From Winnipeg to St. Paul and Minneapolis, Minnesota, was my next stage of travel. Of business in our lines in these cities I cannot say anything, as my stay there was over Sunday, thence proceeding to Chicago—the big, boastful city of big things, although with all its bigness the Corporation do not seem to be able to provide funds to put name-plates on its streets! In my simplicity I asked the reason why, and was answered in the usual sententious and characteristic fashion, "I guess it's graft"—"graft" being an Americanism for stealing. During my stay of seven days in Chicago I made it my business to visit all the principal big department stores, but I single out only one or two for comment. Marshall Field's store was an easy first, and had the best collection of glass and china of any store visited in the States; in fact, the show of fine cut glass was far and away the best I have ever seen anywhere, being given to understand that the goods were all of American manufacture. On expressing my surprise at seeing such a magnificent collection of high-class goods (which I presumed was to some extent for show purposes), and putting the query as to whether they sold that class of goods freely, there came the laconic reply, "I guess we do, or they wouldn't be there." Adjoining the glass there was displayed the china and earthenware, nearly all of high-class sorts. Coalport and Haviland stood well to the front. After inspecting these I asked to be shown their stocks of medium-class goods. My guide led the way to another part of the showrooms, saying, "These are the goods," referring to a lot of German and Austrian china. As gently as possible I broke it to my friend that those goods were *not* what I was in quest of, namely, So-and-So, describing medium-class china and earthenware lines. The reply was, "I guess we don't carry those lines." I found this rule held good in every store visited; the goods on show were either high-class at a stiff price, or rubbish that would be dear at any money. The very few lines in Longton china which appeared to be stock patterns, were white and gold, Cobden gold band, and broad marone band, retail prices $2.40 to $3 per dozen. My next experience was a big second-rate store on the west side of State-street, where met my wondering gaze such a fearful and wonderful collection of German products as almost gave me an attack of bile. All the same, that class of goods finds a ready sale, but it would be impossible to congratulate the purchasers on their happy choice of patterns. What I have spoken of

* The preference of the hotel managers for coarse earthenware seems to us to be mainly on the score of economy. The darky waiters and hired helps make great havoc of any ware that will not stand pitching about. The earthenware used is nearly all British, but made to Canadian specifications.—EDS. P.G.

Chicago holds good in greater or lesser degree of Pittsburg, New York, and Brooklyn.

On pursuing my inquiries still further with some of the large buyers, I found they were not direct importers, but that they relied on New York agencies to do the work for them, one party volunteering the statement that *their* buying agents (a Jewish firm) did the work for a commission of 5 per cent. Of this I have grave doubts, as white and gold teas were sold by this particular firm at $3 per dozen which to my mind shows a margin for more than one decent profit between manufacturer and retailer. My purpose in going into this is to show that if Longton adopted proper methods it could compete successfully with German china in this, one of the world's greatest markets. To enable Longton makers to obtain a footing, four "musts" have got to be attended to.

They *must* quote prices in American currency, and invoice in dollars and cents, as the American trader has not the remotest idea of the values of British money (the importer an exception, of course).

The second "must" is equally important. They *must* deliver the goods free of freight at port of landing.

They *must* standardise their packages.

They *must* abandon crate packing and adopt the German system of cases or spar cases.

As a practical example I have here tabled out a *pro forma* invoice containing a likely selling assortment of white and gold china. This, with four other patterns at various prices, would make a nice selection. Five cases of this description would weigh about a ton, and could be landed on the other side at inclusive charges shown on the invoice. For the sake of comparison I have here also an invoice showing the returns the maker gets for the same goods in the home market, with, added at foot thereof, the cost of transport to American ports :—

PRO FORMA INVOICE OF CHINA WARE FOR SHIPMENT TO UNITED STATES AND CANADIAN PORTS.

		dols.	cents
35 doz. White and Gold China Teas and Saucers @	.95	33	25
6 ,, ,, ,, Teaplates, 6 in ..	.80	4	80
1 ,, ,, ,, Breadplates ..dols.	1·48	2	96
1 ,, ,, ,, Slops		1	48
1 ,, ,, ,, Creams		1	48
		43	97
Less 30 per cent. discount..		13	20
		30	77
Freight paid to New York, Boston, Philadelphia, Quebec, or Montreal. Spar crate, net		1	25
		32	02

	£	s.	d.
dols. 32 02 = ...	6	13	5
Less Exchange and Consul's fee, say..	0	10	5
	6	3	0

PRO FORMA INVOICE OF CHINA FOR HOME MARKET.

	£	s.	d.
35 doz. White and Gold Teas and Saucers @ 2s. 6d. ..	4	7	6
6 ,, ,, ,, Muffins, 6 in. .. 2s. 0d. ..	0	12	0
2 ,, ,, ,, Breads and Butters 4s. 3d. ..	0	8	6
1 ,, ,, ,, Slop	0	4	3
1 ,, ,, ,, Creams	0	4	3
	5	16	6
Less 10 per cent. ..	0	11	6
EXPORT OUTLAYS— Net	5	5	0
Freight to U.S. of spar crate, weighing, say 4 cwt... .. .. 8s. 0d.	0	8	0
Exchange and Consul's fee.. .. .. 10s. 6d.	0	10	6
	6	3	6

In all I have said I ask Longton friends to note that not once have I stated they were out of the running with the Germans in points of value, shapes, decorations, or quality ; in all these (I speak from a dealer's point of view), Longton can plume itself on being ahead of anything the Germans have to offer, and in this connection I think Kipling's lines very apropos :—

"And they asked me how I did it, and I gave 'em the Scripture text :
'You keep your light so shining a little in front o' the next.'
They copied all they could follow, but they couldn't copy my mind,
And I left 'em sweating and stealing a year and a half behind."

In conclusion I would say : Leave your goods as they are (they are all right), but reform your methods of putting them on the American and Canadian markets. This may be taken as a New Year message to Longton friends, and if it causes them to look into these matters and apply a remedy I shall feel that my remarks have not been in vain.

[Mr. McBurney has had it in his mind to say something of like tenor for behoof of Stourbridge friends, and it is possible that this may find place in a future issue of the POTTERY GAZETTE.]

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN NOVEMBER.

FROM information obtained from employers' Associations, trade unions, and correspondents, the Board of Trade publish the following :— Employment in the *Glass* trades in November was moderate on the whole, but better than both a month ago and a year ago. In the *Pottery* trades it continued fair generally, and was better than a year ago.

Glass Trades.—Employment with glass bottle-makers was moderate on the whole, better than a month ago, and considerably better than a year ago. At Glasgow, however, it was good. Makers of medicine bottles at Rotherham were fairly busy.

Employment with flint-glass makers was slack on the whole, but better than a month ago, and about the same as a year ago. With flint-glass cutters employment was fair generally, and about the same as in October, but better than in November, 1904. Employment with sheet glass makers and flatteners at St. Helens continued good. With pressed glass makers in the Tyne and Wear district it continued slack, with much short time. With plate-glass bevellers and silverers at Birmingham employment continued to improve and was fair. It continued fairly good with glass blowers in London, and was better than a year ago.

Pottery Trades.—In Staffordshire employment continued fairly good, and was much better than a year ago. At Swadlincote (Derbyshire) it continued bad, with much short time. At Newcastle-on-Tyne it continued fair. Employment at the potteries of North and South Devon was fair, and better than last month.

In Scotland employment generally continued fair and was better than a year ago, but at Glasgow it was still quiet with white hollow-ware potters, and bad with tobacco-pipe makers.

They Prefer China Shops.—While being driven from Lewes market a bullock suddenly became unmanageable, and dashed into the plate glass door of a china shop. We never read of a bullock dashing into an ironmonger's shop !

THE RETAILER AND THE MANUFACTURER.

(SPECIALLY CONTRIBUTED.)

THE other evening, on my way home, I bought a box of matches, and, opening it to light my pipe (not a cigar), I found a slip of paper inside, on which was printed the following trite query: "WHY BUY FOREIGN MATCHES? Surely it is better to help BRITISH WORKPEOPLE to earn their living by SUPPORTING HOME INDUSTRIES!" As I read and re-read this little slip of paper I found myself drifting into a train of thought, and I fear for some little time that particular product of British industry remained untouched, for I forgot to light my pipe. Eventually, however, the calumet was in full blast, and in the curling, twisting, and drifting wreaths of fragrance I saw visions, alas, too realistic, which these thoughts had conjured up. I asked myself, Does this tersely expressed question apply exclusively to matches? and in my mind's eye I looked, and, behold, a retail china and glass shop, or it might have been the china and glass department of a co-operative store. I glanced along the well-stocked shelves and around the terraced show stands, and I saw serried ranks of china and glass, of pottery and porcelain, of vases and figures of cups and plates, and, under the guidance of an excellent specimen of smiling and gentlemanly urbanity in a frock coat, I proceeded to make a more detailed examination of these shelves and tables. I took up a vase, not because of its beauty, but out of curiosity, and I asked its price, which was promptly given, and then I hazarded the question if it were English make. "Oh, no, sir," was the reply, "it is German make." I put it down, and took up a coffee cup and saucer. "Is this German, too?" I aske'. "No, sir, that is French." "And those vases over there?" "Oh, those are mostly Dutch; some are from Italy." The vision passes, but I know that what my Latakia has shown me in its blue wreaths is not the morbid imagining of a fretful fancy, but a fairly faithful reflection of the English crockery shop or the English co-operative china and glass department of to-day.

"Why buy foreign matches?" Why, indeed! and why buy foreign china, pottery, or glass? The maker of matches is in a fortunate position in that he can appeal direct to the public; each box that he supplies to the retailer can convey that pointed and barbed query to the consumer, alas, indeed that it should be necessary! In what manner can the manufacturer of china or glass appeal to his public other than by seeing that the name of England is stamped upon his wares? How can he defend himself against the foreign hordes that are invading his territory? Now, I can fancy many readers who have chanced upon these lines, and who have been sufficiently curious to read so far, stopping here expecting the well-worn arguments in favour of Protection and a secondhand tirade against Free Trade. I have no idea, however, of trespassing upon the platform of the tariff reformer, though I do feel this, that the fight is not an equal one, for our opponents are picking us off from behind a wall, whilst we are in the open without cover. I would rather, however, take what I believe to be a higher level in these matters, and build my edifice upon the bedrock of Patriotism, and appeal to true British instincts and British sympathies; and, further, knowing so well that business is business and not a matter of sentiment, I do not think that I shall be charged with commercial impracticability. The English potteries, not only those of North Staffordshire, but also those which lie scattered here and there in many, if not most, of the other counties of England, have been, and still are, suffering under a cloud of stagnant trade, which has in some cases meant disaster to the masters and in all great distress to the workers. In the North Staffordshire potteries alone many thousands of men, women, and young people are entirely dependent upon the pottery trade, and in periods of depression the distress is great and real. I believe there are many English people who, from what they have read in the papers of lead poisoning and the pulpit utterances of mistaken enthusiasm, look upon the Potteries as a kind of inferno in the midst of which pallid women and enfeebled men drag a weary existence. How little they know of the real facts! I am not going to say that Longton or Etruria are ideal spots for convalescent homes or consumption sanatoria; but this I do say, that the pottery towns of Staffordshire are far more healthy than many manufacturing towns to which no bad name is tacked. The men are powerful, and the women are ruddy, healthy, and respectable. Periodical waves of bad trade are inevitable, and must be met manfully and tided over by careful management; but what makes the situation so sore to the manufacturer and to the worker is the presence in the retail shops of vast quantities of foreign productions, no better than can be made in our own potteries, in fact, in many cases not nearly so good, and which might have been made there to the relief of an enormous amount of suffering and distress. Who benefits by the importation and sale of these foreign articles, and who are the losers? Dare I put one in the balance against the other? The gain is chiefly that of the import merchants, the middlemen, themselves mostly foreigners trading in London. The retailers, of course, make their profit, but so they do on English-made goods. Is it any direct or indirect gain to the consumer to get a foreign-made article at a few pence, or shillings it may be, less than an English-made one, when by purchasing the latter he would be making work and wages for the British artisan? Taking one thing with another, I much doubt it, for who are the losers? The scales are heavily weighed down on their side, for the whole of the British nation loses. The British workman is working half-time, and has little or no money to spend on other than the bare necessaries of life, whereas if the flood of foreign produce were checked by the determination of the retailer to sell British goods only, its place would be taken by the products of "home industry," and he (the British artisan) would be a contented man, earning sufficient for his family needs and something over, and instead of the country groaning under the blight of prolonged commercial depression we should find existence brightened, unemployed problems rarely demanding solution, and we should see a bright dawn of national prosperity. And to whom are we to look for this panacea? Who is it that wields so powerful a weapon for good or for ill? I contend that it is the great army of retailers in this country. They cannot know, they can never have realised their strength in this matter, for I feel confident that if they had done so their natural and national patriotic instincts would have compelled them to use that power for the amelioration of the condition of their fellows. Don't make any mistake. I am making no sentimental appeal for the working man alone. I speak also on behalf of the master potters and manufacturers who employ them, and to whom there can be no greater satisfaction than to know that their employees are earning full wages.

The manufacturer is the servant of the retailer, and he serves him loyally and well. He strives in every way to meet his requirements, he is constantly at his beck and call, and it is and must be through the retailer that he reaches the public. Why, therefore, is it that he receives so little real help? Why are those shelves laden with foreign wares when they might have been filled with the products of British labour and British capital? The manufacturer is forbidden under direst penalties to go direct to the public, and it is only by favour of the retailer that he can find his way to the consumer at all. I ask again, Has the retailer realised the vital responsibility of his position? a responsi-

bility not affecting merely and bounded by his own trade, but touching most critically the general prosperity of his country. ENCOURAGE HOME INDUSTRIES! This text should be the watchword of every retailer in the country, and should be written in letters of fire in every retail shop in the kingdom, and most assuredly the acting up to that motto will return a hundredfold to the man who is sufficiently far-sighted to realise it; and had it been acted up to in the past we should have heard little of protective duties, and the banner of fiscal reform would never have needed unfurling. He will indeed be casting his bread upon the waters, for it will assuredly return to him after many days. And will a last appeal to the higher and altogether more ennobling motive of patriotism be quite thrown away? Surely it can never be out of place. We manufacturers are doing our best to find honest work for honest British workmen. You retailers who stand between us and our public have it in your hands to bless or to curse our efforts. May we not ask to see and expect to find in the retail trade of our country a national citizenship and a patriotic pride which will join in the proclamation of the doctrine of BRITISH GOODS FOR BRITISH PEOPLE?

W. MOORE BINNS.

HINTS FOR RETAILERS FROM AN OLD DEALER.

(SPECIALLY CONTRIBUTED.)

BY the time this reaches many of the retail traders they will know the results of the past year, as far as their trade is concerned. We hope that 1905 has proved a successful one, that past records have been broken, and their hopes are raised for greater things in 1906. Those who are behind in their returns (and we hope there are very few) may regain their position, and those who have held their own yet further increase their trade.

We shall find, year by year, that the small traders will have greater difficulties to fight against. Trade tends to run to the great channels, the large concerns, the stores, and the draper. They can spend so much on advertising, and can make such displays that the glass and china dealer proper will have to "buckle to," and embrace every opportunity to keep in the front rank. I am a great believer in printers' ink. Take, for instance, the most successful men in your own town—do they advertise? Yes, 90 per cent. are great advertisers.

Then you may say, and quite correctly, too, that the china trade would not allow for a large expenditure for this purpose, as the turnover is so much smaller than the draper, the ironmonger, or the grocer, but that is no reason why you should not go in for systematic advertising in a small way.

It's the constant cooing lover
Carries off the blushing maid;
And the constant advertiser
Is the one who gets the trade.

The trade card advertisement that did for our fathers is useless for us. You must let your neighbour know that you have a stock of goods that will improve his household, or be of convenience to him, and make the points so sharp that he won't forget it.

This is a good month to start, if you have not already done so. Take a space in your local paper. Get special terms for the 12 months, and a saving of at least 10 per cent. if you pre-pay monthly or quarterly. Make a stipulation, too, that the matter shall be changed at least once a week.

The specimen pars. which we give below may be suggestive. We want those who are in the old ruts to get out, and follow in the tracks of the go-a-head store.

CHINA SALE.

A rare opportunity for housekeepers and those thinking of home furnishing. Readymoney & Co. are offering for sale for a few days only the whole of their stock of glass, china and earthenware, at such prices as must effect a speedy clearance. These are not cheap, showy goods bought for the purpose, but good reliable English-made articles, at prices that make every housekeeper happy, and a visit from you a substantial saving.

READYMONEY & CO., 21, HIGH STREET, LONDON.

GOOD, STRONG, SERVICEABLE CHINA

Is what every housekeeper wants. At the same time the economical insist on low prices. Readmoney & Co. have made this a study, and are supplying only tip-top goods at rock-bottom prices. If you will inspect their dinner, tea, and toilet ware, you will be convinced.

READYMONEY & CO., 21, HIGH STREET, LONDON.

BEAUTIFUL GIFTS FOR SMALL PURSES.

Have you seen Readymoney & Co.'s windows? They are showing the most beautiful little forms of china They have always something new, and their prices are consistent with the quality, and not at all exorbitant. If it is for a present for a distant friend, they pack it and send it for you without any trouble.

READYMONEY & CO., 21, HIGH STREET, LONDON.

WE WANT YOU

To see our new tea services. We know you will like them. We have such a variety and from the best makers only (and by that we mean English made), so that you can replace a piece at any time, that we are confident of giving you every satisfaction. The quality is right, the styles are right, and the prices are right.

READYMONEY & CO., 21, HIGH STREET, LONDON.

PEOPLE WHO ARE SO PARTICULAR

About their glass and china; people who know good china from bad china, and who want the good, are the class of customers who are building up our business. We believe we buy cheaper than others because we buy more; and we believe we sell more because we sell cheaper.

READYMONEY & CO., 21, HIGH STREET, LONDON.

JUST A WORD

Concerning china. Common china is not cheap at any price. It is more satisfactory to buy a good reliable article, one that can be replaced if necessary, and one that will give pleasure at all times. Now, we have been buying very largely, and are now selling the best at very low prices. Will you call and see what we have to offer you?

READYMONEY & CO., 21, HIGH STREET, LONDON.

An essential point is to make the most of a small space. The headlines should be as large and as bold as possible, and as much white left as space will allow.

AMONGST PROVINCIAL DEALERS.

(BY "POTTERY GAZETTE" SPECIAL COMMISSIONERS.)

(*Continued from page* 1235, *Vol.* XXX.)

RIPON.

THE old and pleasant little city of Ripon is a place which for situation, interesting associations, and restful quiet, may be deseribed as idyllic. Ripon lies eleven miles due north of Harrogate, and twenty-three miles north-west of York, and is delightfully situated in the midst of typical Yorkshire dale scenery, at the junetion of the Ure and the Skell. The city is famed for its eathedral, whieh is a stately old building, and the inhabitants of Ripon are justly proud of it. Numerically they are not a large people, as they number only some 8,000; but they are very energetic and are prosperous. There is an air of present-day freshness about the shops and streets. My business concerned its shops, its glass, china, earthenware shops in particular.

Mr. T. K. Smithson's, in the Market-plaee, was the first of the kind to attract my attention. It is a very bright shop, of tasteful and modern aspect outside, and with a large and attractively displayed stock of glass, china, and earthenware in the window and in the showroom beyond. The business is an old one, dating from about 1840, when it was established by members of the Moss family, in a shop at a eorner of the Market-place, some sixty yards distant from Mr. Smithson's premises. As has frequently been the case in connection with businesses in small towns in the past, the Moss business gave its name to the corner of the Market-place at whieh it was carried on. For many years the corner was known as "Moss' Corner," and the premises as "Moss' Pot Shop." In fact "Moss' Pot Shop" beeame a household name in Ripon and in the country round, and for many years a thriving business was done in the old shop. Moss' Corner has, however, completely changed its outward aspeet. The old shop has disappeared, and in its place there stands a smart, commanding, corner bloek, in the freshness of recent erection, and quite in the modern style. Mr. Smithson acquired the Moss' business some three years ago, and removed to his present premises. He has since maintained a varied stock, likely to meet middle-class requirements in Ripon where taste is cultivated, and has always made a study of keeping new goods in stoek. I found a tastefully arranged collection of Goss' Heraldic ware occupying a prominent place in the showroom. I noted, too, some of the newer examples of able glass; some very pretty flower holders of clear glass n new designs being displayed. A feature was also made of large, ornamental flower pots, an attractive range of hese goods in different shapes and varied colours, some triking, some distinctly beautiful, appearing in the ssemblage. The general stock embraced glass, china nd earthenware goods, useful and ornamental; a variety f vases; some elegant dinner and tea services, and ome striking toilet services, being noticeable in the isplay. "We try to keep to the best makers," said Ir. Smithson, in answer to a remark concerning a new attern in tea ware.

Abbott & Co. devote part of a spaeious double-fronted hop in Fishergate to a choiee stock of glass and china, ntique goods figuring among wares of present-day patterns nd utility. The firm are artistie house furnishers, and ave a second establishment in the thoroughfare. They ave carried on the glass and china branch of the business or some twelve years. Mr. W. Middleton Abbott, with hom I had the pleasure of conversing, has been in Ripon l his life, and, I found, took a lively interest in antiquarian atters pertaining to the eity. The stock of glass and china flected the local love of things antique. My attention was drawn to a range of quaintly artistic glassware, chiefly consisting of short flower vases and glasses, in dark but very clear green glass, mounted with light bandings and ornamental work in white pewter. A variation of this ware, which was expected to arrive, had bodies, bowls or stems, in white glass, decorated with green lines. Some handsome flower and plant pots of the new glazed and variegated ware were shown to me. Much artistic variety was observable in the form and colour treatment of these goods, the manipulation and harmonising of colours visible on them being a high tributc to the modern potters' art. Glass and table ware in large and tasteful array, was displayed on shelves and tables set apart for such goods. I noticed some pretty cream jugs, sugar bowls and salts, in white glass, and a collection of similar goods in rich ruby. On another stand was a collection of dainty heraldie ware; a collection of goods which, I gathered from Mr. Abbott, had been popular with visitors to the district. My attention was drawn to a collection of old china, in which were some valuable articles; a large and richly decorated tureen being particularly handsome and striking. The firm do a considerable business in old and valuable china of the kind. Antique items of this class, placed on articles of antique furniture, gave the part of the shop and the window which were devoted to them an old-time air which would have charmed a lover of things antique. The firm had another spacious showroom on the floor above, which was devoted to household china and earthenware. The entire stock showed much discrimination in the selection of goods to meet local tastes, the useful and the artistic, and variety in each being provided.

YORK.

As the old Roman capital of North Britain, and as a city which was for centuries the seat of famous historic and ecclesiastieal movements, York possesses a wealth of interesting associations. The city gives an impression of dignified ealm, and of a social life of staid respectability. From such a community and under such conditions, fine table glass, art china, and other high-class table ware, have long met with adequate appreciation. The china, glass and earthenware business of York comprises two elearly defined sections, the utilitarian, blended with artistic taste, and a purely antique section, which deals with old glass and china, or "eurios." Each braneh of the trade named includes some twelve firms and traders.

Mellor & Co.'s establishment speedily comes under the notice of a stranger in York. It is in Coney-street, the principal business street in the city. The shop has two fine windows, of tasteful modern design, the door being in the centre. In these windows are displayed choice collections of art glass and china. A single glance suffices to convince a stranger that a high-class business is done. The goods are all useful, but there is a strong artistic cast about them, which must appeal to those who appreciate beauty in table, toilet, and decorative glass and china ware. As regards extent, the front of the premises is deceptive, and suggests little of the depth or length of the shop as extending backward from the street, and nothing at all of the fine showroom at the rear which is devoted to white table glass, breakfast, dinner, dessert, tea and toilet services, and earthenware goods of a superior class. Mr. William Richardson, the acting principal, was good enough to conduct me over the premises, and to give me a short history of the business. I learned that it was founded in 1884 by Mr. John Mellor, who had an intimate knowledge of glass and pottery ware, he having come from the Potteries. Under the style of Mellor & Co. the business became well known throughout York and in the vicinity of the city. Ultimately Mr. William Richardson acquired the business, and carried it on under the old style. In

passing through the front shop I noticed some choice Worcester, Wedgwood, Coalport, and Hadley ware, and a charming collection of the new Clovelly ware. My progress was for a time arrested by some beautiful vases in perforated Royal Worcester ware, in ivory and gold; one of these being decorated with blue and gold, and chastely jewelled. A collection of white Coalport chinaware, and some handsome dinner sets in Royal vitreous ware, the white ground of these last being embellished by leaf work, the outlining and veining being in a delicate red, also arrested attention. Some white china in the Kate Greenaway mode, with children, swans, shells, and flower vases, in the fanciful forms of the mode, was also noticeable. I was constrained to pause over the Limoges ware. Fruit services, one in pink, green and gold, one with crumpled leaf-like edges, and with gorgeous rose centres; another with fainter green and gold, and three more sets, gold-edged, and with exquisite flower-work; all of these were very beautiful. Here, again, was a collection of handsome dinner sets, and a number of ornamental plant pots of a pattern just received, the outer surface being of a deep and rich glazed blue. My attention was next directed to a novelty, in the form of a stout hunting boot in glazed earthenware, strikingly coloured, to serve as an umbrella stand. As York is the centre of a hunting district this boot would harmonise with local tastes. The collection of glass in the second showroom on the ground floor was large in extent and brilliant and varied in character. Here, for a time, I gazed on a wealth of choice examples of English table glass; decanters, water jugs, vases, and other articles in white glass of great beauty. These goods were displayed on a long stand, which occupied the centre of the room, and appeared to fine advantage.

In the showroom on the upper floor my attention was drawn to an interesting novelty among an extensive stock. This was a collection of new Ridgway ware, on a low, brown glaze, portraying scenes from the "old coaching days and coaching ways." Handsome and novel toilet sets greeted me here. Some new Wedgwood sets had basins with very broad brims, suggesting the arum lily or convolvulus, but with green or blue scroll work on the curve of the flange and on the shoulder, and just inside the lip of the ewer. This article, the ewer, was of a new design, curving inwards towards the bottom to form a small and genteel base. Two toilet sets also attracted my notice. The ewers were of the twisted pattern, one in blue and white, the other in dark and light green and white. A toilet set of a "Kingfisher" pattern, with a brown ground, had a fresh and pleasing ensemble. Here too, I observed a collection of Wedgwood's toilet ware with ewers of the octagon pattern, handsome and striking. Among the stock I observed many chaste trinket, tea, and dessert sets, especially suitable for wedding or birthday presents. The firm have made a feature of artistic lines of goods for presents on festive occasions, and stock the newest productions for such uses.

Mr. Charles Scott occupies large and attractive premises in Low Ousegate. This glass and china business dates from 1838, when it was founded by the late Mr. J. Buckle, who carried it on under the title of J. Buckle & Co. After some years the business was transferred to Mr. C. Luke. A later change placed it under the control of Messrs. Newington & Co. In 1852 Mr. Newington was joined by the late Mr. Scott, father of the present proprietor, who continued to take an active part in the working of the business up to the time of his death. Mr. Charles Scott, who was connected with the business, then took control, the old name of Newington & Scott being retained. The shop is a fine one, and has two lofty front windows with the door in the centre. The windows and the interior were modernised by Mr. Charles Scott. At the time of my visit a special display was being made in one window of brown, glazed fireproof china. Entrée dishes of a compact and attractive form, suitable for bringing from the oven to the table, were conspicuous among these goods. In the other window Doulton's Nelson Centenary ware served as an attractive topical item. A range of brown glazed Doulton vases and jugs, hand engraved with animal and other figure subjects, formed another notable collection. George Jones & Sons' "Crescent" ware also appeared prominently among the goods displayed in this window. A handsome glazed showcase which occupied the centre of the shop contained some rare examples of artistic glass and china. A cup and saucer of old Vienna china, hand-painted, and a Dresden mirror, with curved frame of decorated china, were especially noteworthy. In a showroom at the rear was a large and choice stock of glass and china of Minton, Ashworth, Bishop & Stonier, George Jones & Sons', Cauldon, and other makes. The collection of cut glass was large, the display of decanters alone being very imposing. Some fine white English glass flower stands and table ware, other than decanters, were in the collection. Among the dinner goods I noticed sets of Booths' ware; a set having a striking blue border round the edges being very effective. A range of jugs in white glass of the latest shapes, broad jugs being especially noticeable, formed part of the stock. In another showroom on the first floor I noted an interesting collection of French fireproof goods, in brown and green. Here also was a large display of new toilet sets, some of the ewers and basins showing great boldness of outline; others having a dainty grace which could not fail to win favour. In the breakfast and tea sets I noted some new and elegant patterns, a very dainty set appearing among some Cauldon china. A collection of teapots of jasper ware, with white figures in relief on a blue ground, formed a noteworthy range of goods. Dessert sets appeared as a large collection, some very handsome patterns and choice decorative work being displayed. Comports formed a distinct class; some in white, gold and colours; others in white, green and gold, possessing much beauty. Mr. Scott courteously accompanied me through the showrooms, conversing pleasantly of different classes of goods by the way.

Mr. J. T. Cole has for the last three years carried on business as a glass, china and earthenware dealer in a spacious shop in Feasgate, one of the busy central arteries of York. Before coming to Feasgate Mr. Cole was in business in Walmgate, a south-eastern thoroughfare of the city. A good general trade is done in household glass and chinaware, a number of high-class articles being also stocked. A special line is made of a local memento class of goods comprising drinking cups emblazoned with the city coat of arms or with the Minster. Toilet sets form a leading class of goods, and some new and striking designs in these were on view at the time of my visit. One set, decorated with blue, gold and scroll work, and another in white and gold, with new and graceful ewer, were handsome in form and treatment. Tea sets formed another important class, and among these were some pretty shapes, with very tasteful ornamental work. Artistic flower pots were another leading class of goods, and in these, new and attractive designs with rich ornamentation were very noticeable. Mr. Cole enjoys a sound family connection and holds a varied and useful stock of goods to meet his patrons' requirements.

Miss E. H. Welsman has for some years carried on business as a dealer in glass, china, and earthenware, in Railway-street, on the west side of the Ouse. I found a considerable and varied stock of useful goods for general household purposes on view at this establishment. Ornamental goods, pretty but inexpensive, were not, however, lacking, many articles of the kind being on view.

STAFFORD.

I am frequently passing through Stafford on my way to and from the Potteries and the North, yet it is many years since I broke my journey there. I did so, however, recently, and spent an hour or so in the county town on my way to Chester, &c. In Staffordshire, as in many other counties, the county town is not of such industrial importance as a number of other towns. Take the five busy towns comprising what is called the "Potteries"—Hanley, Burslem, Longton, Stoke-on-Trent, and Fenton. Each is much larger than Stafford; the first-named, Hanley, having three times the population. Stafford is more interesting from the historical than the industrial point of view. The principal trades of the town are tanning and the manufacture of boots and shoes—particularly for ladies. But the manufactures of the county are of the most varied character, and as the county is not a large one, the town of Stafford benefits from them to a considerable extent. Wolverhampton and Willenhall are famous for locks; Cradley for nails; Oldbury for railway carriages; Walsall for saddlery; Tipton and other places for iron works; Smethwick and Brierley Hill for glass; while the pottery work of Staffordshire is one of the most famous manufactures of the kingdom. There are few counties that supply such a variety of industrial occupations, and the county town is approximately in the centre of them. During my hurried walk through the town I naturally looked first for the dealers in our trades. There are several small shops selling pottery and glass, but by far the largest and best display is made by

Brookfield's, of Greengate, Market-square, and Gaolgate-street. They occupy a large block of buildings in which they carry on an extensive retail trade in cutlery, hardware, glass and china, and as general house furnishers. They have a well-stocked glass and china shop, and the goods displayed indicate that they cater for all branches of our trades. They show a good assortment of ornamental wares, including high-class and artistic productions. The bulk of their stock, and particularly the window show (which is an attractive one) points to an extensive business in the better middle-class goods. In these there is literally everything required for use or ornament in the average household. The proximity of Stafford to the seats of pottery and glass manufacture, is a convenience of which dealers like Messrs. Brookfield no doubt take full advantage. In walking along Greengate-street, the principal thoroughfare, I noticed an unusually large and well-preserved building in the Elizabethan style of architecture. It presented a very picturesque appearance, but as I was in quest of glass and china shops I could not stop to admire it. The building was at the corner of a street called St. Mary's-gate, and as that street appeared to contain shops I turned up it. I was glad I did, for I came to

"Ye Olde Curiositie Shoppe." I was bestowing but a passing glance at the curious and interesting contents when I came to a window filled with the most modern productions in Wedgwood's jasper. In each of the other windows I had read the invitation on a neat card: "Please step in and look round." It had not, however, induced me to stop (although my inclination was to do so) because my search was for china shops; but when I saw such a display of Josiah Wedgwood & Sons' jasper—not antique, but the pieces they are making to-day—I did "step in," and asked for Mr. Marson, whose name I obtained from the inscription outside. I was told he was not in, but was expected very soon. I was very courteously received by the young lady in attendance who invited me to look round. The premises seemed to consist of three or four shops thrown into one inside, but each retaining its original doorway. The young lady was so attentive to me that I hastened to explain that I was not a buyer. That made no difference: she said they were always pleased to let visitors inspect their curiosities—and they were curious too! Old oak chests, chairs, and tables, spinning wheels, quaint clocks, tapestries, mirrors, busts, weapons, armour, helmets, buckles. Old Sheffield plate, oil paintings, engravings, etchings and prints. And then what a collection of old china, real Delft pottery and antique glass! Just as I was admiring some artistic gems, and was examining some indescribable musical instruments, Mr. Marson entered the shop. Looking at my card he said he was pleased to see me, and proceeded to supplement the information afforded me by his able assistant. I found that he had been in Stafford all his life—but in quite a different business. He has still a large grocery and Italian warehouse and shop. He began collecting curios as a hobby, and was able to indulge it to a large extent. He gradually made a business of it, and his enthusiasm increased with his opportunities for buying and selling the things he took so much pleasure in. He has now accumulated the most extraordinary collection of curiosities, ancient and modern, I have ever seen, perhaps excepting only that of Mr. John Burton, of Falmouth. If I may say so without giving offence, the greatest curiosity I saw in Mr. Marson's shop was Mr. Marson himself. He stopped short in some remark and asked, "Did you notice the 'Ancient High House'?" I was obliged to confess I had not. "Come along, then," he said, and taking my arm led me out into St. Mary's-gate, then into Greengate-street, and to the spot on the other side of it from which I had first viewed the old Elizabethan building. "There!" he exclaimed, "the most perfectly preserved specimen of that class of architecture you have ever seen. Cut on one of the timbers is an inscription, 'Richard Dorrington made this house in 1555.'" Mr. Marson told me of Royalties who had stayed there, and enumerated some former owners. He then astonished me by saying, "And now it's mine!" He pointed to his provision shop with the name "W. A. Marson" over the window. We crossed the road, entered the provision shop, and then passed through it into the line of old curiosity shops in St. Mary's-gate. It would be out of place to repeat here all the particulars Mr. Marson gave me of "The Ancient High House."* The latest improvements were made by the present owner, Mr. William Albert Marson, from suitable designs of Mr. George Wormol, architect, and were completed in the spring of 1885. With some difficulty I brought him down to modern times, and his modern goods. He informed me he has been appointed sole agent in Stafford for Josiah Wedgwood & Sons' wares, and he is doing well with them. He certainly is giving them a good show. The large and ancient mansion with the handsome shops on the street level is one of the interesting features of Stafford, and Mr. William Albert Marson, the proprietor, is another.

SHREWSBURY.

Shrewsbury is one of those old towns which owed its origin to the fact that it was a natural stronghold. It stands on a headland with the river Severn running round its walls. It would be an island but for the narrow neck of land (only about 300 yards wide) on which the castle is built. This, no doubt, is the reason why it was inhabited and fortified in early times. But without going into the interesting reasons for the selection of the site for a fortress in ancient days, its situation, almost in the centre of the beautiful county of Shropshire, would have ensured its

* In "White's History of Staffordshire," 1851, page 323, I find: "The Ancient High House was sold in the year 1792 for £320, together with two cottages and two pews in the church. In 1824 it was purchased for £1,575 and some time after this it became the property of M John Marson for £2,500.

choice for business purposes in modern times. It is an important station on the Great Western and London and North Western Railways. It is a junction where many lines meet, and is thus well situated for the distribution of merchandise. The bulk of the retail trade of Shrewsbury is done with the residents of the districts all round it. There are two market days when buyers come in from the villages in all sorts of vehicles, and from neighbouring towns by rail. It was some years since I was last in Shrewsbury. and my knowledge of the china shops there was not extensive. I, however, remembered one very nice shop, and made my way to where I thought I should find it. I was right, and came to

R. Marston's & Co.'s glass and china rooms, Market-street. The appearance of the front window, however, did not accord with my recollections of it. It was not tidy, and was only partially filled. I remembered a well arranged show of high-class porcelain and glass. Best goods were there still, but I was surprised to find such a poor display of them to what there used to be. On entering the shop the matter was quickly explained. Messrs. Marston are giving up the business, and were then selling off their stock and not replacing any of it. The premises themselves have been disposed of, and will in future be applied to very different purposes. I inquired if the business was being transferred to any other premises, and was surprised to find that it was not. The lady in charge either could not, or was not disposed to, account for this. The business has been established there for upwards of fifty years. It had a high-class family connection, and without disparagement of other good shops in the town Marston's has certainly been the leading one. The connection of such a business must have been worth something, and it seems a pity that it should not be maintained—by some one. There is not, to my knowledge any other china shop in Shrewsbury of precisely the same character, but surely, in a country town of nearly thirty thousand inhabitants, and with aristocratic surroundings, there should be room for one. Probably some of the other dealers in the trade will take advantage of the opportunity for developing a business on the lines covered by the retiring firm.

Mr. George Mitchell, 36, Pride-hill, has an old-established shop in the principal thoroughfare, leading from the beautiful park called "The Quarry," in the south-west, to the Castle and railway station in the north-east. The business has been established here for above fifty years, and is one of the oldest in the trade in the town. Mr. Mitchell has a large house furnishing business on the other side of Pride-hill, nearly opposite his china shop. At Nos. 11, 12, and 15, Pride-hill, he has a fine large shop, and ten spacious and conveniently arranged show rooms. Mr. Mitchell can furnish a house throughout on application, and can deliver the goods in his own vans; or, if they are going by rail he can pack and deliver them to the station. These are fine showrooms, but my interest was in the china shop at No. 36, and so I soon returned there. The lady who has charge of that—even to buying stock—has been connected with the business there for many years, and has a very intimate knowledge of the trade. The stock includes medium and best-class goods, both useful and ornamental. The useful, however, largely predominates. The selection shows good judgment, as it is nicely varied, and includes the newest shapes and patterns. In dinner services, tea and breakfast sets, dessert services, toilet ware, and trinket sets, there is choice enough for anyone, while fancy lines are well represented. In fact there is only one thing in which the shop seems to be deficient—and that is room. Some goods for Christmas had arrived just before my visit, and I sympathised with the good lady when she said, "I want them, but I really do not know where to put them." However, I feel sure she was equal to the task, for she was not only busily engaged directing the re-arrangement of some of the shelves, but she was taking an active part in it herself. There is a large stock of glass, a good proportion of which is foreign. Here, again, I heard the dealers wail about price—customers will have the lowest in price, even when it is pointed out to them that they are not always the cheapest.

Mr. R. Mansell, 18, Wyle-cop, has a comparatively new shop. It is well arranged and well stocked. The situation seems a good one for the general domestic trade catered for. Mr. Mansell is a very enterprising tradesman, and the success that has attended him in the short time he has had his shop, augurs well for the future. There was no business of the kind there before, so that he was breaking quite new ground. I understand he was also new to the trade, and his success is all the more creditable to him. He is a keen business man, and will be quick to learn what suits his customers. He spoke with appreciation of the straightforward treatment he had met with from manufacturers in our trades and their representatives. He said his object had been to find out reliable firms, and he felt safe in their hands. He says he has made some mistakes in buying, but not many, and those he is not likely to repeat. His stock is judiciously varied, and he is just the man to do a trade if there is any to be done. The shop is an attractive one, and he has a pleasing personality, two important essentials in retail trade. "Wyle Cop" is a hill, so that practically the same word is used for a hill in Shrewsbury as in South Africa, only in the latter they spell it with K.

Mr. G. Thomason, "Salopian" glass and china warehouse, 40, Wyle-cop, has a shop very near the English bridge over the Severn. The situation is a good one for catching residents just outside the town, and I understand it is with them Mr. Thomason does his principal trade. He has an unpretending shop as far as external appearance goes, but it is well filled—for the most part with useful domestic pottery and glass. Mr. Thomason is getting on in years, but he was moving about very actively when I called. He has had a long and close connection with the trade, and was for many years with John Rose & Co. He has a regular family connection, and most of his business is a "booking" trade. He is not an aggressive dealer, and no doubt the quieter methods of the old-style family trade suit him better than the competition and cutting indulged in by younger dealers.

J. Della Porta & Son, Princess-street, and 15 and 16, The Square, are house furnishers and general providers. They simply supply everything (except eatables) for domestic and personal use. For this purpose they have a range of shops in Princess-street (Nos. 1, 2, 3, 4, and 5), and in The Square. They have a separate pottery and glass department, and though they do not make much outside show of our goods, they have a large assortment displayed within. The china department has the advantage of a good head-light. Anyone in the trade looking at the stock would see that it was under the care of someone who understood the business. I made this remark and found that the buyer had gained his knowledge of the trade in a manufactory in the Potteries. This was a good school, and the experience gained since has borne good fruit. The stock is a very large one; not only are the shapes and patterns numerous, the quantities stocked are large. I mentioned this and the reply was: "Della Porta have the reputation of keeping a big stock of everything." They make a feature of furnishing houses throughout, and then the customers come to them again to replace breakages in pottery and glass, and to buy new sets when they want them. They do a big trade on market days, and their stock is so varied that there must be very few

wants they cannot supply in the middle class and cheaper goods. They keep some best goods but not many in comparison with other grades. They have a good show of artistic pottery, particularly vases and flower pots. They are showing a large collection of fancy goods especially for the Christmas trade.

A practical illustration of the suitability of porcelain for presentation purposes is seen in the window of Mr. Marsh, a jeweller, in Castle-street. He has just one section of his window filled with choice pieces of Coalport china. There are no other china goods, but these are effectively ranged, and prominently labelled, "Suitable for Presents." When we remember the custom of giving silver presents and silver cups for prizes, it is something to have the testimony of a dealer in silver to the fact that high-class china will make acceptable presents.

At **Mr. Alfred J. Hulme's** studio in Castle-street, there is a collection in the window of the unique "Ruskin Pottery" of Mr. W. Howson Taylor, West Smethwick, near Birmingham. There are artistic vases alike in form and ornamentation, beautiful enamelled plaques, &c. The application of "Ruskin Pottery" to buttons for dress purposes is well illustrated by dozens of these dainty little accessories spread over the window boards. Mr. Hulme's exhibits are artistic, and he is doubtless more interested in the artistic features of "Ruskin Pottery," though he at the same time gives due prominence to the useful application of Mr. Howson Taylor's productions.

(*To be continued.*)

Empire Notes.

Mrs. John Dynon, of Melbourne, Australia, died at the end of last October. Mrs. Dynon had resided in the colony for fifty years and was widely esteemed. The funeral took place in Melbourne General Cemetery, a company of mourners being present.

England's Competitors in Australia.—Mr. R. J. Jeffray, the Commissioner for the British Board of Trade, at present in Australia, has compiled a table to show the effect of foreign competition on British imports into Australia during the last fourteen years. It reads :—

	United Kingdom. Percentage of Total.	British Possessions. Percentage of Total.	Foreign Countries. Percentage of Total.
1891	70·1	11·5	18·4
1892	70·7	11·4	17·8
1893	72·8	12·1	15·1
1894	72	12	16
1895	71·6	11·4	17
1896	68·3	10·7	21
1897	66·2	10·7	23·1
1898	66·7	10·8	22·5
1899	61·8	11·8	26·4
1900	61·3	11·3	27·4
1901	59·5	11·2	29·3
1902	58·6	13·2	28·2
1903	52·5	13·2	34·3
1904	60·7	12·2	27·1

The figures, as you will readily observe, speak for themselves, and amply corroborate the remarks which from time to time have appeared in these columns relative to the growing competition in the Australian markets against the British manufacturer, and the necessity to grapple with it.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

N. Fisher & Co., china and glass merchants, have opened new premises at 52, High-street, Putney, S.W.

Mr. Augustus Brawn, china and glass merchant, is opening premises at 107, Praed-street, Paddington, W.

Mr. D. Grossbaum, china and glass merchant, has relinquished the business at 93, Whitechapel-road, E.

Hardyment's china and glass stores have been opened at 49, The Broadway, Uxbridge-road, Ealing, W.

Mr. W. May, china and glass merchant, has acquired the premises 7, High-street, South Norwood, S.E.

The Direct Supply China and Glass Stores have been opened at 63, Seven Sisters-road, Finsbury Park, N.

Hensher & Son, china and glass merchants, have opened the premises 7, Harford-street, Mile End-road, E.

The Parade China & Glass Stores have been opened at 6, Grand-parade, Fortis Green-road, Muswell-hill, N.

E. Kilburn & Co., glass merchants, have removed from 375 to new premises at 538, Barking-road, Plaistow, E.

Frank's china and glass stores have recently been opened at 25, Chepstow-place, Westbourne-grove, Bayswater, W.

Eade & Son, glass merchants, are removing from 130, High Holborn, W.C., to 2, Whitehorse-buildings, 100–1, High Holborn, W.C.

Mr. T. Davey, china and glass merchant, is about to remove from 151, Wood-street, Walthamstow, E., to more commodious premises at 181 in the same thoroughfare.

Winnett & Son, glass merchants, in consequence of the pending demolition of their premises, 71 to 73, Wardour-street, have removed to 3, Upper Rupert-street, Wardour-street, W.

The Scremerston Coal Co., Ltd., Berwick-on-Tweed, have added a branch for the manufacture of all classes of pottery to their business, a speciality being made of horticultural and other terra-cotta pottery.

Mr. S. Whitaker has acquired the business formerly carried on at 1, 3, and 5, Clark-place, Elland-road, Holbeck, Leeds, by his father, Mr. J. Whitaker, as wholesale glass, china, earthenware, and hardware merchant.

The Aerograph.—On December 20 Mr. Charles Burdick read a paper on "The Aerograph Method of Distributing Colour" before the Society of Arts. The paper was attentively listened to, and an interesting discussion followed.

Arthur Burkart & Co., Ltd., makers of lithographic transfers, &c. have removed from 6 and 7, Long-lane, E.C., to more extensive premises at 8, Cheapside, E.C. The removal has been rendered necessary by the growth of their business.

Glass Engravers' Dinner.—The glass engravers in the employ of Messrs. Thomas Webb & Corbett, Ltd., Wordsley, held their annual dinner on December 2. A number of guests were invited, and after an excellent dinner, a pleasant musical evening was spent.

Tutbury Glass Co., Ltd.—We are informed that though this company has passed a resolution for voluntary liquidation it is considered able to meet its liabilities, and the business will be carried on by the liquidators with a view to reconstruction or amalgamation.

Mr. J. W. Dobson, for many years proprietor of the Oaks Glass Works, Barnsley, died last month in a London hospital, at the age of 64 years. Deceased was well known and respected in the Barnsley district, and was for some time a member of the Barnsley Town Council.

Four china, glass, and earthenware dealers were gazetted as bankrupts during November last in England and Wales. None were so gazetted in November, 1904. In the eleven months ending November, 1905, 19 were gazetted, being one more than in the corresponding period of 1904.

Mr. C. G. Candlin, of the China and Glass Stores, 11, High-street, Godalming, issued a circular during December calling attention to special lines for Christmas trade. Many leading lines were mentioned, but the mistake of overcrowding was avoided, and the general effect was excellent.

Mr. Thos. P. Parsons informs us that the glass manufacturing business formerly carried on by him at 70, South-street, New North-road, N., has been transferred to 63, Forty Acre-lane, Fords Park-road, Canning Town, E., where it will be continued under the style of H. G. Parsons & Co.

The Potteries Cripples' Guild.—An exhibition of art work was held at Dickinson's Gallery, in Bond-street, on December 19, in aid of the Potteries Cripples' Guild. The Duchess of Sutherland, who is president of the guild, the Countess of Huntingdon, and Mr. Walter Crane were present. There was some brisk buying among the numerous visitors.

"The Collector's Annual" for 1905, compiled by G. E. East, has just been published by Elliott Stock, of Paternoster-row, E.C. It gives particulars as to pictures, furniture, old china, and plate, &c., sold by auction during the past year. In each case the price realised and the seller's name are given. Some thirty pages out of about two hundred are devoted to old china and porcelain.

Gallimore & Co., Ltd.—Registered capital, £1,000 in £1 shares. Object, to acquire the business of decorators of and dealers in pottery goods, carried on by S. A. Matthews and F. J. Clark at Melbourne Works, Longton, as Matthews & Clark, and to carry on the said business and that of dealers in earthenware, glass, and other goods, &c. The first directors are S. A. Matthews, F. J. Clark, L. S. Gallimore, and J. Broadhurst.

Mr. Samuel Hirst, china and glass merchant, 4, 5, and 6, Mill-hill, Leeds, has opened additional showrooms at 19, Commercial-street, Leeds, owing to the growth of his business in the better-class wares. Mr. Hirst has issued some well-illustrated leaflets and a neat calendar as aids to the advertising side of the business. The calendar is ornamented with a very pretty picture, but we should prefer to see some pieces of decorative pottery depicted thereon.

A China Shop Fire.—On the night of December 19 a fire was discovered in the china and ironmongery departments of Williams & Thomas, in Angel-lane, E. The shelves on the side walls containing china-ware became ignited, and soon came down with a crash on top of other china. The wooden framework caught fire, and a glass skylight fell in, carrying with it articles of china and glass to the floor below. Three firemen were injured while extinguishing the flames.

We have received, and acknowledge with thanks, a very neat little pocket-book, containing stamp and card pockets and a two months' calendar, with refills for the year, from Geo. G. Blackwell, Sons & Co., Ltd., manganese manufacturers and merchants, &c., The Albany, Liverpool.——Wm. Varcoe & Sons, china clay merchants, Stoke-on-Trent, are distributing pretty little china bowls for office use, decorated with their trade marks, instead of a diary or calendar, this year.

The Wedgwood Institute.—The annual exhibition of the work of students of the Institute was opened on the 23rd ult., and indicates the considerable progress made under the direction of Mr. Stanley Thorogood and Mr T. J. Jones. Burslem students have been especially successful. Practical potting is the most interesting feature of the students' work, and the specimens of executed pottery shown demonstrate the practical utility to our industries of the studies pursued.

The Northern Art Workers' Guild held a meeting in connection with the Manchester Literary Club, at the Grand Hotel, Manchester, on December 11. There was an exhibition of specimens of the Lancashire potters' art of to-day, and an experienced workman operated a potter's wheel, while others gave practical expositions of the process of moulding. Mr. William Burton, manager and art director of the Pilkington Tile and Pottery Co., gave an informal but interesting account of the processes seen in operation.

Company Liens Registered.—Deal Potteries, Ltd., debenture registered for £400, charged on all the property present and future.—Cauldon (Brown-Westhead, Moore & Co.), Ltd., Stoke-on-Trent, lien registered for £2,400 5 per cent. debentures, part of £40,000; amount previously issued, £22,700; trustees, F. B. Ross, of Manchester, and A. Whyte, of Oldham; charged on copyhold canal wharf, land, and buildings at Stoke-on-Trent and Shelton, the undertaking, and assets, present and future, including the uncalled capital.

R. Floyd & Co., manufacturers of earthenware, majolica, and fancy goods, Lovatt and Hall-street Works, Stoke-on-Trent, have issued a new illustrated catalogue of their leading goods. The illustrations convey a good idea of the decorations as well as of the shapes. The catalogue includes representations (in all but colour) of the firm's popular "Amberine ware," and of many of their latest shapes in jugs, flower vases, and fancy goods. The price is affixed to each illustration, so there is a catalogue and price list combined.

Mr. J. Chapman, glass, china and earthenware dealer, 52 and 57, Market-place, Trowbridge, has forwarded a copy of a tasteful booklet, which he has produced for the Christmas season. It is artistically designed and calls attention to a good range of useful and ornamental articles suitable for presents. The majority of the inside illustrations represent the goods of Messrs. Doultons, Ltd., who supplied some pages, leaving the remainder at the retailers' disposal. The result is highly commendable and should prove effectual in attracting business.

Longton Porcelain Co., Ltd.—Registered capital, £3,000 in £1 shares. Object, to acquire the business carried on by R. Jamieson at the Victoria Works, High-street, Longton, as the Longton Porcelain Co., and to carry on the business of manufacturers of and dealers in porcelain, china, parian, earthenware, majolica, stoneware, and other ceramic wares, bricks, terra-cotta, tiles, and glass, flint and colour millers, &c. No initial public issue. The first directors are R. Jamieson and N. Fellows. Registered office: Victoria Works, High-street, Longton, Staffordshire.

Death of Mr. Thomas Pickin.—The well-known and respected organiser and secretary of the Holloware Pressers' Society died at his residence in Hanley, on December 11, at the age of 57. Manufacturers and workers suffer a great loss in the removal of one who has exercised so much influence in the amicable settlement of differences on labour questions. Employers and operatives have reason to remember with gratitude the good he effected by his conciliatory spirit. As a labour leader Mr. Pickin enjoyed the fullest confidence of the workers, and at the same time the respect of the manufacturers.

"An Evangelist in Clay."—With this title the "Sunday Magazine" has an appreciative and nicely illustrated review of Mr. George Tinworth's work. The principal incidents in the artist's career (which have already been given in the POTTERY GAZETTE) are briefly but clearly given. There is an excellent likeness of Mr. Tinworth at work in his studio. Amongst the subjects illustrated is the beautiful representation of "Rebekah Leaving Her Father's House

to get Married to Isaac,'' executed by Mr. Tinworth for an American gentleman, who bought one of the artist's panels thirty years ago. This panel of Rebekah, we believe, has not been illustrated before.

Some sidelights on the bottle trade were given during the examination in bankruptcy of a North Country wine and spirit merchant and mineral water manufacturer. He stated that a large part of his losses had been occasioned through loss on bottles; the cartmen would take out boxes containing two dozen of ''stuff.'' They got 14d. for them, and the bottles in the box cost 6s. So that practically he was taking 14d. and leaving 6s. behind. The bottles were all over the country, and he had heard that there were 300 dozen bottles in the Sunderland Bottle Exchange. No record was kept of the bottles. They were sent out anyhow. He started to charge 6d. a dozen on them, but he found he lost many customers through charging, and it did not pay.

A warm discussion has been raging in the correspondence columns of the ''Manchester Guardian,'' the subject being a collection of pottery which has been presented in the City Art Gallery, concerning which Mr. Chas. Rowley wrote:—''In nearly every instance it is bad in design, workmanship, colour, and utility; no piece childlike, with the charm of native pottery; it is all childish. The place for it, if shown at all, is somewhere in the Potteries, so that it be carefully labelled as classics of what to avoid.'' Other letters have appeared, some in defence, and some in condemnation of the collection. A contribution from Mr. J. F. Thorpe, of the Victoria University, put in a plea for the historical interest of the pieces, apart from their artistic merits or demerits.

English Bottles in Ireland.—At the meeting of A. and R. Thwaites & Co., Ltd., held in Dublin during December, one of the shareholders expressed a hope that the company would support the Irish bottle industry. The chairman said they would be glad to support Irish industry by buying Irish bottles, but he saw no prospect of their being able to do so on account of the state of the bottle trade at present. This year there was a ring formed in the English bottle trade, so that they had had to order in a different way from that which was followed previously. This ring choked out the small traders. If people were willing to pay more for goods on grounds of patriotism, of course, that would be all right; but people were not apparently willing to do so.

Bullers Ltd.—The report of the directors for the year ended July 31, 1905, states that the trading accounts, after paying directors' fees and managing directors' salaries, show a profit of £35,588, which, with £781 brought forward, makes a total of £36,369. The interest on the preference shares and dividends of 7½ per cent. on the ordinary shares have been paid, and the directors propose to pay a further 2½ per cent. on the ordinary shares (making 10 per cent. in all), to place £5,000 to reserve, which will then amount to £50,000, to pay a bonus of 5 per cent. on the ordinary shares, and to carry forward £1,369. The directors have appointed Messrs. J. W. Harris, E. H. Chambers, and J. M. Thorp as managing directors at Hanley, Tipton, and London respectively.

Mr. W. Moore Binns has written a book entitled ''The First Century of English Porcelain,'' which is to be published in February next by Hurst & Blackett, Ltd. The work deals with English porcelain from its birth in about 1744 to about the year 1850. There will be 75 pages of illustrations, 40 being in colours. These have been photographed direct from the specimens, and are reproduced by Mr. G. W. Jones, of St. Bride House, Dean-street, E.C. The illustrations have been selected especially from private collections for the benefit of readers who have access only to public museums. The contents will deal with Bow, Chelsea, Worcester, Longton Hall, Derby, Lowestoft, Plymouth, Bristol, Coalport, Spode, Swansea, Nantgarw, Minton, and other wares, with introductory chapters, a chronological schedule, &c.

The Shop Hours Act in Bermondsey.—On December 19, at the meeting of Bermondsey Borough Council, the General Purposes Committee reported that they had sent a circular letter to the various tradesmen of the Borough, asking their views as to the making of Closing Orders under the Shop Hours Act. 1,184 forms had been sent out, 410 (34½ per cent.) had voted in favour of the Act being put into operation, 225 (19 per cent.) had voted against, 99 (8½ per cent.) were neutral, and 450 (38 per cent.) had not replied. In view of the foregoing returns, the Committee recommended that no further action be taken in the matter. Six forms had been sent out to china and glass dealers, five voting in favour of the Act being put into operation, and one not replying. The recommendation was adopted.

Flint Glass Makers' Society Presentation.—On the 9th ult., the Flint Makers (Glass) of the Stourbridge district met at supper, at Brettell-lane, in order to present a testimonial to Mr. J. Bridge, on the occasion of his retirement from the position of financial secretary of the district. Mr. J. Sneyd, presided, and spoke of his long acquaintance with and respect for Mr. Bridge. The testimonial consisted of a handsome clock and writing desk, which had been subscribed for by the members as an expression of the appreciation in which they held Mr. Bridge after his unbroken service of twenty-two years. Mr. John Husselbee made the presentation, and in doing so reviewed the work of the society and Mr. Bridge's labours in connection with it. Several other speakers endorsed Mr. Husselbee's expressions of esteem, and Mr. Bridge responded, thanking his fellow-workmen for their generous recognition of services it had been a pleasure to render.

Early Closing in Camberwell.—At the meeting, on December 6, of the Camberwell Borough Council, it was reported that no further objections had been raised from china and glass dealers in regard to the putting into force of the Shop Hours Act for that trade. The result of the poll which had been taken was as follows:—For early closing, 24; against early closing, 5. A motion was carried ordering that all the china and glass shops shall close and remain closed at and after the undermentioned hours, the Thursdays previous to Christmas Day and Good Friday, Christmas Eve, and the Saturdays immediately preceding Easter Monday and Whit Monday and August Bank Holiday in each year to be excluded: Monday, Tuesday and Wednesday, 9 p.m., Thursday 2 p.m., Friday 10 p.m., and Saturday 11 p.m. In Herne Hill the Wednesday is to be substituted for the Thursday half-holiday. It was explained that the order must be submitted to the Secretary for State, and time will be given for the submission to him of objections. After considering these, if any, he will confirm the order, with or without modifications, or disallow it. He has power to order a local inquiry, but recourse will only be had to this where differences exist which have not yielded to local conciliation and conference. If the orders are confirmed, they become final, and have the effect of an Act of Parliament, unless and until annulled by order in Council in answer to an address to the King from either House of Parliament.

Potteryware to the weight of 1,674,422 doppel zentners (1 d., z., = 100 kilos) was imported into Germany during the nine months ending Nov. 30, 1905, as compared with 1,681,210 d., z., imported during the corresponding period of last year. The exports were, 1904, first nine months, 3,412,126 d., z.,; 1905, first nine months, 3,104,969d., z.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR NOVEMBER, 1905, WITH FIGURES FOR FIRST ELEVEN MONTHS OF 1905.

	Quantities.				Value.			
	Month ended 30th Nov.		Eleven Months ended 30th Nov.		Month ended 30th Nov.		Eleven Months ended 30th Nov.	
China or Porcelain, and Earthenware.	1904.	1905.	1904.	1905.	1904.	1905.	1904.	1905.
To Germany .....cwts.	5,035	5,288	47,599	51,348	£6,005	£5,836	£69,388	£63,605
„ France ..... „	2,776	2,661	55,841	44,901	7,744	5,656	56,401	56,994
„ United States of America ..... „	26,588	24,625	417,397	374,390	36,563	38,482	520,023	470,485
„ Brazil ..... „	6,390	39,449	104,889	140,765	5,374	13,168	76,129	87,457
„ Argentine Republic ..... „	26,010	27,483	186,364	324,693	10,850	12,719	89,743	122,921
„ British South Africa ..... „	—	22,315	—	233,211	—	18,704	—	137,663
„ British East Indies..... „	16,445	17,140	186,463	224,735	12,251	13,856	119,239	127,525
„ Australia ..... „	11,482	13,175	133,768	134,753	12,415	13,703	154,675	148,356
„ New Zealand ..... „	4,656	7,057	61,430	55,464	5,862	8,691	72,957	71,891
„ Canada ..... „	17,146	17,747	232,417	234,145	15,403	16,213	189,848	178,303
„ Other Countries ..... „	106,514	70,362	1,062,650	663,576	63,789	48,824	586,056	457,366
Made up as follows:								
Porcelain, Chinaware, and Parian .. „	3,033	2,954	49,985	22,228	17,522	26,700	175,781	159,964
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	79,990	91,396	1,012,843	1,044,440	99,617	118,712	1,208,313	1,301,503
Jet, Rock, and Glazed Terra-cotta.. „	2,212	318	7,824	3,354	2,702	279	11,159	4,176
Red Stone, Brown and Yellow Ware „	119,244	139,086	1,257,683	1,277,668	27,243	31,926	298,331	278,269
Other Sorts (including Electrical and Chemical Ware) ..... „	18,563	13,548	160,483	134,291	29,172	18,235	240,875	178,654
Glass.								
Plate Glass ..... „	11,325	10,586	73,104	110,439	15,904	17,558	107,096	154,351
Flint Glass ..... „	4,741	5,804	56,232	56,382	15,097	20,132	166,762	178,941
Bottles and Common Glassware.. „	—	—	—	—	—	—	—	—
Glass Bottles .....gross	60,752	58,434	633,063	604,137	39,699	37,993	393,789	393,524
Glass Manufactures, other sorts....cwts.	28,497	39,215	291,546	330,562	26,227	34,093	255,715	294,746

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR NOVEMBER.

	Quantities.				Value.			
	1904.	1905.	1904.	1905.	1904.	1905.	1904.	1905.
Porcelain, Chinaware, and Parian..cwts.	6,542	4,201	119,289	45,385	£24,356	£20,984	£383,854	£206,256
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	30,914	32,878	237,104	310,658	60,631	63,428	444,660	580,675
Jet, Rock'm, and Glazed Terra-cotta „	22	3	388	441	137	21	2,202	1,188
Red, Stone, Brown and Yellow Ware „	1,691	13,368	15,130	25,648	1,341	1,781	10,609	7,230
Other sorts (including Electrical and Chemical Ware) ..... „	566	1,680	10,904	19,127	1,352	3,062	25,993	23,805
Window and German Sheet Glass „	69,706	143,782	1,015,367	1,091,637	40,141	82,895	583,680	643,541
Plate Glass ..... „	31,120	31,163	441,235	393,105	37,888	41,661	521,465	481,221
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass „	67,288	88,594	565,641	741,010	112,259	146,802	947,600	1,228,341
Glass Bottles.....gross	129,893	141,037	1,469,985	1,409,563	50,848	57,963	601,098	575,934
Glass Manufactures, other sorts....cwts.	14,542	7,275	219,172	76,504	26,803	10,160	426,407	135,652

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR NOVEMBER.

	Quantities.				Value.			
	1904.	1905.	1904.	1905.	1904.	1905.	1904.	1905.
Porcelain, Chinaware, and Parian ...cwts.	590	1,965	34,601	20,422	£2,519	£8,227	£94,958	£78,146
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) „	1,455	1,245	20,516	18,998	3,917	2,493	78,055	38,936
Jet, Rock'm, and Glazed Terra-cotta „	52	174	62	183	195	100	269	155
Red, Stone, Brown and Yellow Ware „	34	—	62	77	83	—	178	107
Other sorts (including Electrical and Chemical Ware) ..... „	520	50	3,186	120	1,771	162	8,643	441
Window and German Sheet Glass „	502	1,059	22,513	10,449	136	535	10,759	5,796
Plate Glass ..... „	101	73	2,006	4,153	277	111	2,378	5,908
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass „	2,576	3,518	15,894	53,149	6,220	7,008	38,401	107,459
Glass Bottles .....gross	1,597	1,507	21,533	22,657	934	836	11,734	11,256
Glass Manufactures of other sorts ..cwts.	446	676	22,656	9,561	1,548	2,216	58,664	24,370

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Oct. 26 to Nov. 25, 1905. Paekages.	Corresponding period, 1904. Paekages.	Exports, Jan. 1 to Nov. 25, 1905. Packages.	Corresponding period 1904. Paekages.
To Boston	270	425	5,021	7,009
,, New York	593	476	6,538	5,967
,, Baltimore	685	672	10,682	10,196
,, Philadelphia	71	21	840	613
,, New Orleans	136	403	3,175	4,685
,, Newport News	249	50	1,044	716
,, San Franeisco	112	112	1,132	2,156
,, Portland, Me.	42	15	470	285
,, Galveston	14	106	826	629
,, Portland, Or.	52	60	500	1,031
,, Inland Points	539	1.237	11,911	15,354
Total	2,763	3,577	42,139	48,641

Foreign Notes.

Crockery and Glassware to the value of £9,934 was imported at Zanzibar during 1904. This shows a great increase over the 1903 import, which was valued at £5,174 only.

"The Keramic Studio," published at Syracuse, N.Y., U.S.A., annonnee an increase in the annual subseription from $3 50e. to $4, to take effeet on Mareh 1, 1905.

The Porcelain Import of Spain during the first nine months of 1905 weighed 307,452 kilos., and was valued at £31,960. The figures for the last three years show a steady decline.

Austria-Hungary exported during the nine month ending September 30 last 92,759,900 kilos of ehina-clay, 4,531,600 kilos. of earthenware, and 11,507,400 kilos. of porcelain. All these items are steadily increasing.

A New Book on porcelain manufaeture, entitled "Die Herstellung des Porzellans," by Hans Hegemann, has just been published at the office of the "Tonindustrie Zeitung," Berlin. It contains about 400 pages, and is well illustrated. The price is 7.60 marks.

Bohemian Glassware, bearing French marks such as "Souvenir de Vichy" can now be admitted into France if the words: "Importé d'Autriche" are stamped on the bottom of each article. In principle, this mention should appear at the side of the French mark, but the above is permitted as a concession.

Careless Packing for Persia.—The Russian agency has an interesting message from its Ispahan agent, saying that in the course of a council held there between the local Russian Consul, the President of the Russo-Persian Bank and some Russian merchants doing business there, it was incidentally mentioned that Russian goods—especially porcelain—arrived in Persia in very bad condition, large quantities being smashed through the insufficient protection of the packages as well as by reason of their excessive dimensions.

Russian Pottery Designs Competition.—The "Novosti" says that at the Imperial Porcelain and Glass Works a meeting of the technical committee under the presidency of Baron Wolff has been held to examine the designs sent in in accordance with the usual annual invitation to artists with the object of improving the patterns of the porcelain turned out by the factory. Forty-three designs were accepted as fit for reproduction. A further committee will examine these designs from the purely artistic point of view. This committee will include the Academicians G. M. Kotoff, S. A. Sabanieff and M. P. Botkin.

Lead Poisoning in Germany.—Hitherto the German Imperial Insurance Department has decided that cases of gradual poisoning, as well as all other "diseases of occupations," must be excluded from the category of "accidents" entitling to compensation. This reading of the law has now been modified under the following circumstances:—A workman in the employ of the Saxon State Railways was attacked by lead poisoning in two successive years, but his application for compen sation was rejected by the Courts. On falling ill for a third time, he again applied for compensation, and this has now been granted, the case being recognised by the Saxon State Insurance Department as entitled to rank as an "accident." It still remains, however, for the higher Court, the Imperial Insurance Department, to issue an authoritative decision that shall settle the question finally.

A Glass Works in Venezuela.—President Castro recently confirmed a concession granted to Carlos Zuloaga by the Venezuelan Government for the establishment of a glass works. The concession is for a period of fifteen years, and the coneessionaire pledges himself to found one or more factories in Venezuela for the produetion of glass or crystal ware, the first factory to be in work within two years from the date of the concession unless prevented by unavoidable eireumstances. To protect this new industry the Venezuelan Government eonsents to grant the concessionaire a monopoly of manufacture in the territories of the Republic during the term of the eoncession, also the right to utilise the raw materials found in the country, and to extract the necessary soda and sulphate from sea water, duty free. For a certain period also the plant, apparatus, materials, utensils, &c., requisite for the new works may be imported duty free.

Glass and Pottery Works in Teheran.—According to a French commercial commissioner a concession for the establishment of glass works in Teheran was granted to a Belgian company in 1889: these were closed six years ago. This enterprise, in competent hands, should have proved eminently successful, imported glassware being sold at five or or six times the price obtained in Europe. From the outset, however, it was, it is alleged, badly managed. The premises were established on a site distant 40 kilometres from the coal mines, and no preliminary researches were made for deposits of suitable clay: this eventually had to be brought from Belgium at a cost of 1f. 50c. per kilog. The premises are now unoccupied. The commissioner also considers there is a good opportunity for establishing a manufactory of earthenware and porcelain. An excellent species of kaolin is found at Kermanshah, and it is probable that deposits exist in many other regions of the country.

THE FUSING POINTS OF SEGER CONES EXPRESSED IN DEGREES.*

IN recent papers and investigations we find there is quite a difference in opinion in regard to the melting point of Seger cones as compared with the measurement in degrees of heat as expressed by the Le Chatelier Pyrometer. Wheeler speaks of the irregularity of the melting of Seger cones, and gives as his views that the absolute melting point of Seger cones cannot be determined within 100 degrees Fahr. Orton has noted that Cremer cone 02 fused at 1155 deg. C. or 35 deg. C. above its temperature, and that Cremer cone 010 fused at 1055 deg. Centigrade, or 100 deg. above its schedule temperature. Hofman states that by using Seger cones in order to be scientifically eorrect, you must leave out degrees of heat and give your results as occurring at Seger cone so and so. Degrees centigrade are only used to bring the results in comparison with pyrometers. Purdy cites a case where in a second burn the cones come down 15 deg. C. earlier than they did in the first burn according to the readings of the pyrometer. Dr. Zimmer found 25-30 deg. C. difference in readings according to the pyrometer between a slow and quick fire. These statements indicate that there is room for doubt as to the value of either the cones or the pyrometer as compared with each other.

It is to be regretted that two methods which have proven so highly satisfactory for testing high temperatures, especially in eonnection with our ceramic work, should be subjected to criticism as cited above. We can trace this matter back to the early contributions in English, which were more or less transactions of the original articles on cones, and their comparison with degrees of heat as expressed by the Le Chatelier pyrometer. While it was not the idea of the investigators at that time to compare cones directly with degrees of heat, their translated statements were not worded strong enough to prevent the public from taking it for granted that cones should melt at exact temperatures, nor have the more recent statements improved the situation. Referring baek to the original articles, Seger cones were only just introduced. They were used mostly for experimental purposes, quick heat and their results. The Le Chatelier pyrometer was also at that time an instrument of recent creation, and it was only natural that both should be used for comparison in the light of experimental purposes.

However, to-day we find different conditions. Cones have gone through the experimental stage, and so has the Le Chatelier pyrometer. Both are here to stay, with this difference, that the former is an indicator of *approximate* temperature values, while the latter gives the *exact* value of heat temperatures. As we are using cones, it is only natural that we should like to know at what temperature they melt, even approximately, and the tables now in use are the same ones as used in the early part of the introduction of both cones and pyrometer. They give us the value of quick heats and their results, but leave us entirely in the dark as to the regular conditions in use in practical Ceramics. Any table or statement, therefore, giving the approximate degrees of heat at which Seger cones will melt, without stating the conditions as to rate of firing, is subject to serious suspicion of its merits, and is not a document in which we can place any reliance.

To illustrate the point, I will give the results of some investigations along this line. I have tested Seger cones under two different conditions : (1) quick burning and (2) slow burning conditions, yet still keeping within the range of practical and not experimental ceramics. The kilns in in which these tests were made were muffle kilns. They were fired without paying any attention either to Seger cones or to the pyrometer, and were finished according to the judgment of the superintendent of the works, by trial pieces coated with coloured and Albany slips. The pyrometer used was the Heraeus Le Chatelier pyrometer, and was repeatedly tested against gold and silver as to its correct reading for these melting points. The Seger cones used were the standard pyrometric cones made at Columbus, O., by Professor Edward Orton, Jr. The Seger eones were put in the kiln in such a position that the end of the pyrometer tube containing the couple nearly touched the middle of the height of the Seger cones. The following results were obtained, and are herewith tabulated.

Cone No.	Melting Temperature in Degrees Centigrade.		
	Official Temperature published by "Thon. Ind. Zeitung."	As shown in a short burn of 24 hours' duration.	As shown in a long burn of 5 days' duration.
1	1150	1110	1035
2	1170	1130	1050
3	1190	1155	1070
4	1210	1170	1095
5	1230	1190	1110
6	1250	1205	1130
7	1270	1230	1155

It will be seen at a glance that there is a difference in the degrees of heat required to melt a cone under different conditions. It appeals to me as being advisable, in order to overcome erroneous ideas as to the actual melting point of Seger cones, to correct the tables now in use and confirm the temperatures with the conditions under which Seger cones are used. A desire to have these tables revised has been expressed formerly by Dr. Zimmer : he stated that he hoped that the temperature scale of Seger cones would be corrected according to our large and slow burning biscuit kilns. Most tests made in regard to heat determinations, and specially those mentioned in our transactions, are usually made in a short time, 4 to 5 hours. They hardly come within the range of practical ceramics, and, no doubt, the difference between an actual factory burn and a laboratory test, is generally appreciated by those who conduct such experiments. Purdy says : While these glazes, thus tabulated, fused considerably under cone 2, and would give good glossy glazes at cone 2 or lower, when burnt in as short a period of time as this test was, they would require cone 5-7 in the longer burns of the regular stoneware operations. The test of which he speaks was made in about seven hours.

It takes the same conditions of firing to produce the same results, and while cones will slowly fuse or "soak down," it is not always necessary to have the same heat. In my tests above tabulated, which run over a period of about one year, I have found that the melting point of Seger cones in the long duration of firing will vary about 100 deg. C. It seems, however, that in shorter and quicker fire the variations run far higher. Orton gives in his paper, "An Easily Fusible Glass without Lead or Boracic Acid," the melting points of Cremer cone 010 at resp. 910, 925, 945 and 1050 deg. C. In the same paper, he also shows that he obtained for three different glass mixtures burnt at two different times the following actual degrees of heat as read by the Le Chatelier pyrometer.

	First burn.	Second burn.
Glass mixtures No. I-X.....	1125 deg. C.	1170 deg. C.
Glass mixtures No. I-X.....	1125 deg. C.	1170 deg. C.
Glass mixtures No. I-V.....	1125 deg. C.	1192 deg. C.
Glass mixtures No. I-T.....	1150 deg. C.	1210 deg. C.

* Reprinted from the Transactions of the American Ceramic Society, Vol. VI.

It must be conceded that all these experiments prove that the same mixtures have different fusion points under conditions, which, while we *believe that* they are the same, they are in fact different. Orton started his new experiments for the lower series of cones by the fact that these cones did not act regular. His very experiments prove that other mixtures than cones fuse at different temperatures under presumably the same conditions.

The fact, however, which the writer wants to bring to closer attention is that while it has been proven beyond doubt that most ceramic mixtures (cones included) fuse irregularly, some investigators go so far as to attribute these defects to the Le Chatelier pyrometer. Purdy attributes the difference in actual readings of degrees of heat between two burns to the pyrometer couple. The same was used in one burn between reading times for other purposes, and for that reason he states it will suffer sufficiently by such treatment to differentiate the readings. Purdy does not explain the reason why he thinks that the pyrometer couple should suffer by such actions. I have never so far observed any variation in the temperature readings by just such changes as Purdy described. Inasmuch as the readings with the Le Chatelier pyrometer are instantaneous after the protection tubes are well heated, I cannot see where a difference should take place. Orton does not think that the pyrometer readings he obtained in the experiments already cited above are the absolute melting points of his mixtures, and says : "These readings must not be considered as *having a close* comparative value." But at the same time he notes the fact that the readings were used to indicate the relative temperature intervals between fusions. It seems strange that Orton should not accept these readings as absolute melting points of his mixtures, in view of the fact that he has no other method of determining the same, except cones, whose absolute melting points cannot be expressed in degrees of heat with certainty. He has not faith in the total degrees of heat registered by the Le Chatelier pyrometer, but puts enough faith in a few degrees to indicate the relative fusion temperatures. There must be something lacking about the stability of the fusion-points of cones if the Le Chatelier pyrometer must come to their rescue in order to make the experiments valuable.

That ceramic mixtures like cones are quicker subjected to flashing than the pyrometer, and that the latter gives a more constant reading, Orton has noted several times. In one place he speaks of it as follows : "In the lower muffle, two mixtures were both carried down and one partly down by a flame striking them for a few minutes after freshly baiting the fire. The pyrometer registered only 560 deg. C. The temperature of the flame, which carried the cone down, was not indicated by the pyrometer. After stopping the flame and bringing the heat up more uniformly, no change in the glass cones was produced until Cremer cone 05 started. The cone which had fused down partly now was melted down completely." The difference in actual temperature must have been some 500 deg. C., which brought this glass cone down to complete fusion. In citing another case Orton states that a cone bent to a perfect semi-circle early in the firing, and stood in that form for nearly three and a half hours before fusing down, while the pyrometer rose from 600 to 880 deg. C.

When a clayworker burns his five day kiln at Seger cone 1, or approximately, 1150 deg. C., according to the tables now in use, he would be surprised if he knew that the actual heat is only 1035 deg. C. as shown by my observations. If he had burnt his kiln to 1150 deg. C. by the pyrometer, according to the old table for a Seger cone 1 heat, his kiln would have attained a heat close to Seger cone 7 by my new table, and it would be only natural that he would lose faith in both Seger cones and pyrometer, and that he would go back to the old trial pieces as being better than all these new improvements of modern Ceramics. In presenting these facts, I do not have in mind to advocate Seger cones or to criticise the Le Chatelier pyrometer, as I know both methods have their valuable points, but I have in mind one fact and that is that we should stop long enough to consider these data, and see if it would not be advisable to leave the old narrow trail, and grade a new roadway by accepting the old table of cone temperatures for experimental purposes only, and establishing a new one which will bring us closer to our daily work in practical Ceramics.

Legal.

Manufacturers and Agent.—At the County Court, Longton, on December 12, Messrs. McNeal & Co., Ltd., china manufacturers, Longton, preferred a claim against Mr. John C. Davis, agent, Lichfield-road, Birmingham, for £18 5s. 3d., for goods delivered. It was stated that early in the year the defendant asked to be appointed agent for the plaintiffs for Birmingham and the district. Only a temporary arrangement was made, and plaintiffs, finding it was not satisfactory, terminated it. Defendant claimed a twelvemonth's agency and three months' notice. He said the goods sent him were not saleable, hence the failure of the agency. The firm said they would pay any commission which should become due. Judgment was given for the plaintiffs for £18, and also on the counter-claim.

Alleged Long Firm Frauds.—At the Tottenham Police Court on November 30, December 7, and December 14 the hearing was resumed of the charge against Robert Adams Lewis, alias Evan Gwynne, aged 57, china and glass dealer, of Fore-street, Edmonton, for obtaining goods to the value of £9 2s. 10d. by false pretences from Messrs. Cocquerel & Sons, Ltd., of Commercial-road, E. George Young Jorey, 37, of Southsea-road, Forest Gate, was charged with conspiring with him to obtain goods from Wm. Henry Fagan, of Great Eastern-street, E.C., by false pretences. Mr. C. C. Sharman, who prosecuted, said that the evidence already given did not materially affect Jorey, but he proposed to connect the two proceedings very materially together. Among Jorey's papers were found entries relating to Lewis, while in Lewis's papers there were various memoranda in reference to Jorey. Mr. Sharman alleged that Jorey had obtained employment by means of a forged reference. Further evidence was given by Detective-sergeant Roche with respect to documents found at Lewis's address, showing that he had had transactions with Jorey. Evidence was given as to Jorey having obtained employment as traveller with various firms, and the business he introduced was not satisfactory ; and in some cases he sold goods to Gwynne and the accounts were not paid. The hearing was resumed on December 7, when Wm. E. Hazlegrove, of the Bermondsey Branch of the London City and Midland Bank, proved that Jorey opened an account there in the name of Charles Wilson on July 25, 1904. From August 17 to April 18 last, seventeen cheques and acceptances given by Jorey were returned by the bank. John Wright, clerk in the employ of the Central Advance and Discount Corporation, Ltd., Charing Cross, stated that an advance of £10 was made to Jorey last year. Jorey and Lewis gave them a promissory note for £11 5s., but none of the money had been paid. They had obtained judgment in the County Court against Lewis in respect of the advance. Charles Haynes, a traveller in the employ of the Empire Enamel Co., and Wm. Kingswell, manager of the retail department of the James Cycle Co.,

Ltd., Holborn, gave evidence as to goods supplied to Lewis. In the latter case a reference was given to Evan Gwynne, Esq., china and glass merchant, Grand-parade, Harringay, N. A letter was addressed to Gwynne, and a reply was received that "Lewis was a thoroughly reliable, capable, honourable man of business." The accounts had not been paid. A workman who had been employed by Lewis at Edmonton said that he saw Jorey at the shop twice, and the prisoners appeared to be friends. Once Lewis asked witness to take in a letter addressed to Mr. Adams, and he consented to do so. The letter came to his house. Justin Haas, clerk to Messrs. Lazarus & Benjamin, glass and china merchants, stated that in September Lewis, who gave the name of Gwynne, came to their premises and bought goods to the value of £8 9s. 6d. He afterwards sent a cheque, and the goods were delivered to a carman. The cheque was dishonoured, and proceedings were instituted in the County Court against this prisoner. The prisoners were brought up again on December 14, when Mr. Vaughan Roderick, barrister, appeared on behalf of Jorey. Isaac Lazarus, of the firm of Lazarus & Rosenfeld, china and glass merchants, a previous witness, was recalled, and said that he recognised the prisoner Jorey, whom he knew as Charles Wilson. On August 12, 1904, this prisoner purchased goods of them to the value of £2. They were dispatched, and a cheque for £1 18s. was received from the prisoner, who deducted 2s. as discount. Witness wrote to the prisoner about the deduction. Mr. Vaughan Roderick objected to this evidence, contending that it had no relation to the charge of conspiracy. Mr. Sharman said that counsel would have to defend his client on several charges of forgery before the committal. Witness, resuming his evidence, said that in the course of the next few days following this transaction the prisoner ordered further goods (which were sent), value £28 11s. 6d. Witness's firm also traded as the Empire Porcelain Co. at Stoke-on-Trent, and they executed an order of Jorey in August for goods value £13 14s. 4d. Neither of these two amounts had been paid, and on August 30 a writ was issued against Jorey. Judgment was recovered in default of appearance, but the judgment had not been satisfied. John Blunt, a tradesman at Ilford, of whom Jorey had been a customer, said that in September, 1904, he cashed a cheque for the prisoner Jorey, which was met on presentation. In the following October Jorey owed an account of 11s. 3½d., and he gave witness a cheque for £5 10s. made out to "E. Jorey" and signed "Chas. Wilson." Witness handed him the balance of £4 18s. 8½d. But when this cheque was paid in, it was returned. The prisoners were again remanded, Jorey being allowed bail in one surety of £100 and two of £50. The prisoners were brought up again on Thursday, December 21, when evidence was given by Mr. Rattery, the cashier at the Bishop's-road branch of the Union of London and Smith's Bank, and Timothy Collison, managing director of a firm of wine merchants in Savage-gardens, Trinity-square, E.C. Walter Garnham, of Millfields-road, Clapton, dealer in china, glass, &c., said that he had known the prisoner Lewis for ten years. Asked if he had known him by any other name, he said that he had not, and he persisted with that answer, whereupon Mr. Sharman withdrew him as a witness. Mr. Roderick inquired what Mr. Sharman wanted witness to prove. Mr. Sharman said that he had bought quantities of goods from Lewis. He (Mr. Sharman) would take another course with respect to the witness. Detective Friend, of Leyton, said that he had known Jorey for upwards of five years, and was aware that the two prisoners were acquainted with each other's business affairs. Detective-sergeant Roche, recalled, said that among the papers found at Lewis' premises were three invoices for printing made out to Mr. Hawley, Mr. Adams, and Mr. Gwynne, and also county court summonses and judgments in reference to thirteen different actions. Detective-sergeant New, recalled, quoted various entries which were found in Jorey's pocket-book after his arrest. Among these were the names of H. Kruse, with the word "Victoria" on the same page; A. J. Prout; the Britannia China Co., Ltd.; Alfred Hawley, china and glass factor, 3, Gilpin-crescent, Bridport-road; J. Tams & Sons, Longport; E. Cotton, Hanley, Staffs.; Empire Enamel Co.; and A. J. Ashwin. After further evidence had been heard, Mr. Sharman asked the Bench to commit the prisoners for trial on a number of charges—six of conspiracy and two of obtaining goods by false pretences against the two prisoners jointly, fifteen of false pretences against Lewis individually and four of false pretences and two of forgery against Jorey. Both prisoners pleaded not guilty. They were committed to the Central Criminal Court, and on Lewis' application the Bench consented to certify for legal assistance on his behalf.

Manufacturers and Technical Training.—An inquiry into the question of the co-operation of employers with technical institutions has just been completed by the Association of Technical Institutions. The report shows that on the whole the attitude of employers generally is satisfactory, and, though direct co-operation on their part is not so common as is desired, or, rather, necessary, it is considered hopeful in view of the short period during which technical training has been in existence in England.

Glass Bleaching.—According to a recent German patent, perfectly colourless glass can be economically prepared from green bottle-glass cullet by fusing it with rutile (titanium oxide), taking care to do the fusion without access of air to the mass. With the proper proportion of titanium the red colo r it causes exactly complements the green of the silicate f iron. A colourless glass is thus obtained more cheaply than with manganese or nickel, which, moreover, cannot be made to give so perfectly white a glass as is obtainable by the use of titanium.

Auction-room Prices.—Among the pottery which came under the hammer during the past month were the following:—A pair of Dresden figures of hawks on tree trunks, 11 in. high, 125 gs.; a pair of Minton Sèvres pattern vases and covers, painted with Leda and Diana and amatory trophies in panels on turquoise ground, 12 in. high, 51 gs.; an old Dresden vase and cover, painted with a group of peasants, flowers, and insects on white ground, 15 in. high, 175 gs.; a set of three old Imari vases and covers and a pair of beakers, painted with ladies in a garden, landscapes, branches of flowers, and birds in red, blue, and gold, in shaped panels, 24 in. and 34 in. high, 195 gs.; a pair of old Chinese porcelain mandarin jars and covers, famille-rose, 51 in. high, Kien-Lung period, beautifully enamelled on striped pale blue ground, 1,400 gs.; a pair of hexagonal vases, 12¼ in. high, and a pair of beakers, 10¼ in. high, Ming Dynasty, enamelled dark green ground, pencilled with waves in black, 1,050 gs. A pair of old Worcester hexagonal vases and covers, 13¾ in. high, square mark, dark blue scale-pattern ground, 760 gs.; a pair of similar vases 16¾ in. high, 420 gs. An old Dresden service, 500 gs. Two Swansea plates, painted with roses in white and gold borders, with a seaport scene in the centres, £70; a Worcester mug, green and gold, with birds on white panels, £82; part of an old Worcester toy tea set, green and gold ground, painted with flying birds, £58; an old Worcester two-handled chocolate cup and saucer, turquoise ground, with fruit and flowers in panels, £16 10s.; a Worcester flower jardinière, with blue and gold border, £23; a Worcester figure representing Mdme. Vestris in the character of "Buy a Broom," £10 15s.

TRADE LIBELS.

(SPECIALLY CONTRIBUTED BY A BARRISTER-AT-LAW.)

A RECENT case, which has, on several occasions, been before the Chancery Division, raised a topic of considerable importance to the trading community. It was a case in which the plaintiff sought an injunction to restrain the defendant company from doing two particular things: viz. (*a*) from circulating reprints containing a garbled report of what had transpired in an action brought by them against the plaintiff previously, and (*b*) from issuing circulars, notices, advertisements, &c., threatening plaintiff with legal proceedings in respect of the manufacture or sale of flexible tubing alleged to be an infringement of the legal rights of the defendants. The Judge granted an injunction in respect of the former, but refused it for the latter on the ground that the particular circular to which it had reference did not threaten the plaintiff, but was merely in the nature of a warning addressed to the trade generally, to the effect that defendants intended to protect themselves from any infringement of their legal rights.

Trade competition often leads to a battle of circulars, and the combatants are not always discreet in what they say of each other. The law of trade libels is a part of the general law of libel; and it is possible to injure a man in the legal sense quite as much by slandering his goods as by slandering his person. There is a general distinction known to the law between libel and slander. Both depend upon the issue of a defamatory statement. If that defamatory statement be published in print or writing or in any such permanent form, it is a case of libel; if by word of mouth or by significant gesture, it constitutes a slander. As a matter of practice, where a defamatory statement concerns a plaintiff in the way of his trade, an action thereon is, as was once said by Lord Chief Justice Tindal, not exactly an action of libel or slander, but an "action on the case" for special damages sustained by reason of the publication of the statement. It is possible that a defamatory statement about a man's goods may injure his own personal reputation as well as damage his trade; and herein lies one of the principal points necessary to the carrying through of a libel or slander action—the defamatory statement complained of *must affect the person of the plaintiff*. Thus it is an injury to personal reputation often to speak in certain terms of a trader's goods: to say, for instance, of an ironmonger that his brass kettles are only burnished tin, or of a grocer that his green tea derives its colour from copper added, or of a fishmonger that he regularly deals in stinking fish. But where a statement is made referring in general terms to a particular class of persons to which the plaintiff belongs it will be necessary for him to show that, although the statement was made in those general terms, yet it was in fact directly intended to refer to him, and would be understood so to refer by persons to whom it was published. Said the late Mr. Justice Willes in an oft-quoted case:—"If a man says that all lawyers are thieves, no particular lawyer can sue him unless there is something in the utterance to point to a definite person among the lawyers." It is not a necessary feature of libel or slander that the plaintiff be referred to in his own name: any evidence will suffice that clearly connects him with what is complained of. Nor are actual words, spoken or written, essential; a caricature as, for instance, to picture a druggist giving poison as medicine, might constitute libel.

No action for libel or slander can be maintained unless there has been a publication. As to what amounts to "publication," it should be noted that a perfectly innocent act without any intent to publish may yet suffice to fulfil this legal necessity. Thus, it has been held that it is only necessary to show a libellous letter to one person other than the plaintiff for whom it was intended. If such a letter be shown to the writer's clerk, or if it be handed to a typewriter or even to an office-boy to make a copy, there is a sufficient publication. Libels on post-cards or in telegrams have been similarly regarded as "published" in cases decided by the Courts. The importance of marking a libellous letter "private" is also to be noted; such a letter directed to the man himself is no libel; but sent with the knowledge that it will probably be opened by someone else, it becomes libellous. These matters are only of importance here because they bear upon the common practice of "strong" letter-writing by firms to their debtors.

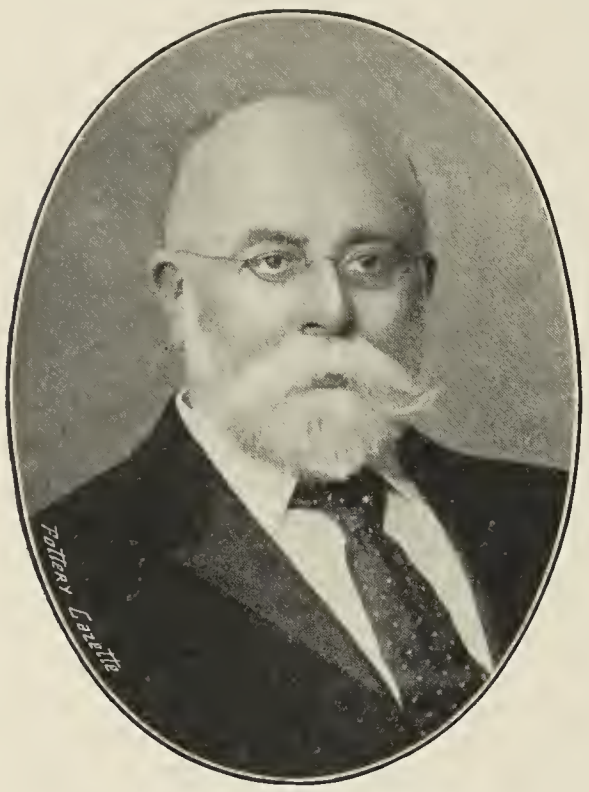
Companies and corporations stand in the same relation to the law as do private persons: they can sue and be sued in regard to libels or slanders affecting business or property. Here it may be mentioned that a clear distinction is made in trade matters between what is mere exaggeration or puffery as to the qualities of rival goods, and deliberate false statements made with intent to injure a rival. The former may be classed as matters of opinion—the latter statements of fact which may mislead. Mere vulgar abuse, likewise, does not constitute slander. The greengrocer who, seeing black rabbits hanging up in front of his rival's store, proceeded to shout to whom it might concern that "*he* had no black *cats* for sale" was not libelling his rival because nobody would be likely to believe that the black rabbits were black cats. Comment is never libellous unless it is directed adversely against a man's character. Nor is a false statement, if made without reflecting injuriously upon a person's reputation, but words imputing incapacity in business or profession or office are actionable, and any such imputation upon a man's conduct of an honorary office is likewise a libel, but only if it alleges want of integrity.

So far we have been dealing with the general principle of the law relating to libel and slander. How do these principles apply to cases of "trade libel" such as the one referred to at the commencement of this article? Well, the application of these principles to such a case rests with the Court of Chancery. It used to be understood that the Court of Chancery had no authority to grant injunctions to restrain the publication of a libel or slander of any kind, on the ground that its power was limited to matters affecting property only; but when this rule was departed from, the Court of Chancery began to interfere in cases where not only a man's property was affected, but his trade or business. Since the remodelling of the entire system of judicature by the Acts passed in the last seventies, the power has been fully extended, and now the Court of Chancery may grant, at its discretion, injunctions in any case of libel or slander. There are two forms of injunction—the perpetual injunction, granted when a cause has been fully heard, and the interlocutory injunction which is granted at some time previous to the hearing. The latter will only be granted when it can be shown that the complaint is a very urgent one; sometimes an injunction will be granted in extreme cases *ex parte*, that is to say, upon application by a plaintiff without notice of the application being given to the defendant. This, then, is the jurisdiction under which the Court of Chancery can and will deal with such matters as trade libels. Section 25 of the Judicature Act of 1873 provides that the Court may grant an injunction in any case in which it shall appear to be just or convenient that such order should be made; and such order will be made whenever it can be shown that there is or is likely to be some infringement of a legal or equitable right. The Court may also grant damages if such are sought either in lieu of or in addition to the injunction asked for.

THE RISE AND PROGRESS OF POTTERS' MACHINERY.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

PERHAPS the most significant of all the signs of industrial progress which characterised the latter half of the nineteenth century was the truly remarkable manner in which the use of machinery was adapted to almost every industry under the sun. The change from manual to mechanical labour all along the line has effected something like an industrial revolution all the globe over. Further developments depend largely on the labouring classes and on the attitude they adopt to ensure that their interests do not suffer. Under existing conditions it is, probably, inevitable that at the oustet every new labour-saving appliance will displace a certain number of operatives, and for this reason many workmen have viewed the introduction of such mechanism with open hostility. But few will be found to question the assertion that, upon the whole, machinery has conferred benefits on mankind which were not previously enjoyed. Therefore, let all, be they employers or workmen, welcome new machinery.



MR. FRANCIS HARRIS.

[*Photo. by P. Swift, Burslem.*

It is, however, rather late in the day to attempt any justification of machinery, for it is with feelings of amusement that one recalls the terrible fright which prevailed amongst the operatives engaged in the potting trade when modern machinery first made its appearance. There must, of course, have been a time when vessels were formed by simply moulding the wet plastic clay to a desired shape, and then submitting it to the rays of the sun to be baked. Evidence is available to prove that the potters' wheel was introduced at the very earliest stages of the world's civilisation, but, apart from this, the application of mechanism to the potting trade was a matter of exceedingly slow growth until the commencement of the Victorian era. It was in the year 1844 that a machine was invented for which such wonders were promised that a feeling of the utmost alarm spread throughout the ranks of the operatives, and one, William Evans by name, conceived the brilliant idea of an emigration scheme to make labour scarce in the Potteries, and to settle skilled emigrants in the United States, where they seemed to be needed. The Potters' Union—a trade organisation which then existed—was converted into an emigration society, and it was proposed to raise £5,000 by subscriptions wherewith to buy land in America and establish "Pottersville, U.S.A." When a large sum had been obtained, delegates were sent across the "herring pond" to negotiate, and were given an enthusiastic send-off. In the end the venture collapsed; the money subscribed was frittered away; only twenty or thirty families reached America, and, before the fever died out, the Union was swamped. The machine for which so much had promised came to naught after all. It was put away on a back shelf somewhere, and has never been heard of since. Other machines with more substantial virtues were gradually introduced, but the movement became general after the two wages awards of 1872 and 1877 had been given against the masters. To-day it is not too much to say that mechanism is used to advantage in every department of the potting trade, from that which receives the raw material, to that which finally turns out the finished ware. Thus, for instance, there are grinding and levigating mills and pulverisers for reducing flint, stone, glaze, and bone to powder, and mechanical tubs for washing the material afterwards. There are colour mills for grinding hard colour and enamel. For work in the sliphouse there are blungers, sifters, agitators, magnetisers (for extracting particles of iron from body slip), filter presses, and pumps. Then there are pug mills for consolidating the clay, throwing wheels, lathes, jiggers, jolleys, and other automatic machines for fashioning and shaping the ware, printing machines for the production of transfers for decorating the pottery, the ærograph for blowing colour in a fine spray, and "mangles," for elevating and circulating dipped ware through a heated chamber for the purpose of drying. Again, there is special machinery for making the saggars in which the ware is to be placed to be fired, and in connection with the kilns and ovens. Several mechanical appliances have been tried and improvements made, and ultimately the "Climax" kiln, in its present form, was evolved. Then, when all is finished, and the ware is ready to go away, its departure is assisted by the requisition of the ingenious cranes used by the packers.

In practically all of the mechanical developments mentioned William Boulton, Ltd., the well-known Burslem firm of potters' engineers, has played a leading part, and, under its present enterprising management it will evidently continue to do so. The late Alderman Wm. Boulton, J.P., who died in October, 1900, at the age of 75, was one of the pioneers of machinery in the potting industry. He was born in the little village of Madeley, on the outskirts of the Potteries, his parents being working people. On leaving school he became apprenticed to engineering, and about sixty years ago he went to Burslem, and commenced business as an engineer with a partner named Brough. The works of the firm were situated at the bottom of Hamil-road. Later on Mr. Boulton started his own works in Navigation-road, having turned his attention to the manufacture of machinery used in the potting industry. The business at the Providence Works, as he called them, grew rapidly, and long before Mr. Boulton died it had become one of the most important concerns in the Potteries. To mention but a few of Mr. Boulton's mechanical achievements, one may refer to the part he took in introducing new forms of grinding mills, notably the cylindrical type. Here he was a little before his time, for while the departure made little headway thirty-eight or forty years ago, the cylinders have gradually come into use again during the last ten years in the English and Scottish pottery districts, chiefly in the first instance, for fritted glaze, but gradually and more recently for flint and stone and for large charges of stain and colour. It is claimed for the cylinder that it will do the fine grinding more quickly than the open pan, and with less power, especially if properly loaded, partly because a machine revolving on its axis works with little friction, whereas there is great friction in an open pan, especially at the period of charging. Again, when the material becomes very fine it sets up suction by excluding the air from underneath the stones. The open pan, however, will perform its work as a "crusher," quicker than the cylinder. It is not usual to use washtubs in connection with the cylinders when grinding flint or stone, but the necessity for doing so or otherwise is a matter of opinion. Few alterations have been made of late in colour mills. For grinding small quantities of hard colour or enamel the pans still hold their own because of their combined crushing and grinding power; it is only for large quantities that the cylinder can compete with them, and even then, unless the colours are of a comparatively soft nature, or are well granulated before being put in the pans are best. In place of the oak curbs in these mills Messrs. Boulton have for a long time used strong white glazed earthenware, which is much cleaner and better. In the slip house Mr. Boulton was responsible for many useful changes. He invented and patented a blunger, of which there are more in use to-day than of any other kind. It soon commanded a great sale, not only in Great Britain, but in nearly all the noted works on the Continent among both potters and tile manufacturers. For rough clay containing iron pyrites and other hard substances, such as is found in Derbyshire, and is used by makers of stoneware and common pottery, a modification of the patent blunger is used, provision being made for preventing breakages which would otherwise occur in stony clay, and also for cleaning out the stones as often as required. In the matter of sifters for the sieving of clay in the slip state, Messrs. Boulton's Type "C" sifter, now in use at a number of the best works, has been successful in modifying the disagreeable noise caused by the "shake" and the "knock," inseparable from all sifters, and in reducing the wear and tear upon the machine itself and upon the lawns and rims, effecting a saving equal to the cost of the machine. The framework of sifters used to be of wood only, but in the more recently improved sifters stronger frames, constructed partly of wood and partly of iron, have been adopted, and, in some cases, for china body, "slate" has been used, being both cleaner and more durable for this body. The late Mr. Boulton also introduced a pump for use in connection with filter presses, which presented many advantages in economical working and rapid solidification of the clay. Although these pumps acted well, and a number of them are still in use, maintaining their enhanced efficiency, their use did not become general; but the firm at the present time, we learn, are making another effort to improve the pump on similar lines, carried out in a somewhat more convenient manner, and it is hoped that this will be a great advantage in the modern slip house. The throwing wheel offered a wide field for the inventive genius of Mr. Boulton, and, while there are many forms now in existence, none are superior to the wheel which he invented, which has two inverted cones, one driving the other by friction with a foot pedal for varying the speed at will. It may be driven either by belt or by endless rope, and works smoothly and easily. Mr. Boulton also produced improved forms of lathes, and in the year'

1867 he patented the method of transmitting motive power to potters' jiggers, &c., by means of an endless band. He introduced a suitable form of jigger to suit this drive, and the system very soon gained favour with the manufacturers on account of its small first cost and light running, and the very small cost of maintenance. One result of this was the gradual elimination of boy jigger turners. In course of time Mr. Boulton began to make the rope-driven jiggers in an iron frame, thus making them more substantial. This became more essential after the introduction of jolleys, although there are still many jiggers of the original light type still working. In any case, however, they cannot be so good and efficient as the machines in a frame, especially if the floors and benches to which they are attached are not very good and strong. About the same time that rope jiggers were introduced, jolleys also came into vogue, and various shapes and forms have been in use ever since. The success of the system of making pottery by jolleys having been established, a further attempt was made to cheapen and increase production by means of "automatic" machines on the same principle, and Mr. Boulton was to the fore of this development with several "batting" machines of different types, which met with varying success. The first machine with a flat profile for spreading the clay was made by Mr. Boulton for Messrs. Ridgway, of Bedford Works, Shelton, practically on the same principle as the spreaders of the present day, although the form and details were different, and it was not "timed" the same. After the lapse of several years, the feeling in favour of mechanical batters grew, and the spreaders gained a firm footing in the trade. The timing of the machine was altered so that it performed its operation of making the "bat" of clay in less time than the potter could make his plate or other article with a jolley, and consequently the bat was always prepared and ready waiting for him to take it off. Improvements were introduced by which the machine was adjusted to produce bats in various thicknesses and to suit men who had to change moulds frequently for different articles, and to maintain, at the same time, a perfectly level and uniform bat. The first machines were used chiefly for plates. Various sizes have since been made and adapted to saucers, muffins, chambers, wash basins, dishes, and other articles for which a bat is used. Latterly batting machines have been combined with jiggers and jolleys in one frame, making the whole a self-contained and more efficient machine. Another successful automatic machine is one which has a sliding table for making articles, two at a time, for placing the moulds in the head, "scrapping" the clay off the top of the moulds, and lifting them out automatically.

It should be noted—leaving the subject of automatic machines—that three years ago an improvement in vertical jolleys was introduced by Messrs. Boulton, Ltd., for use for jugs, jars, pails, cuspidors, chambers, and other bellied ware. The bracket, up and down which the spindle slides, has a quadrant motion, enabling the profile, as soon as it is clear of the top of the mould, to be turned aside, leaving a clear space for the lifting of the mould out of the jigger head. The necessity for excessive height in the machine, calling for an abnormally high room, is thus obviated. Another machine which Messrs. Boulton are at the present time pushing to the front is Mr. E. W. Leigh's patent steam saggar press, which makes the saggar from clay fed by a spade into a clay box, first forming the bottom with a slight flange round it, and then pressing the sides on to it, in a similar way to a pipe machine. Steam is only used whilst saggars are being made, and the exhaust steam is utilised for drying the saggars. A great saving in the cost of production is claimed for this machine, and Messrs. Boulton, as its makers, have sunk a considerable sum of money in their efforts to co-operate with Mr. Leigh, who has himself worked very hard to make it a success. If a combined arrangement between several firms could be made to bring the machine into more general use there seems to be no reason why, taking into consideration the enormous quantity of saggars made in North Staffordshire alone, it should not prove a source of great saving and economy to the trade. Messrs Boultons are also pioneers in machinery for the encaustic and dust tile trade, and have recently patented a new tile press which will considerably reduce the labour and cost of making both dust and plastic tiles.

Accompanying this article we are privileged to reproduce the portrait of Mr. Francis Harris, who has been connected with Messrs. Boulton's business since he was thirteen years of age, and is to-day a director and the general manager of the company, of which Mr. Thomas Arrowsmith is the chairman. On Saturday, December 9, Mr. Harris read a paper on the subject of potters' machinery before the English Ceramic Society, in which he included descriptions of and enlarged upon a number of the machines to which we have referred in this article, and also detailed many other useful appliances to which reference has not been made. For many years before the death of Alderman Boulton, Mr. Harris held a position of much responsibility, the activity of Mr. Boulton in public life causing most of the managerial work to devolve upon Mr. Harris. Under his regime the business is constantly developing, and Mr. Harris is probably well within the mark when he asserts that no other firm in the world has had so much practical experience as his company has had in dealing with potters' machinery. The business is situated right in the heart of the potting industry, and the firm have constantly been called upon during all the years of its existence to meet the modernised requirements of the trade. In every branch of potters' machinery they may be said to be experts, and their catalogue is a valuable guide which should find a place in every potting manufactory. Something of the extensive ramifications of the business will be gathered when it is mentioned that they have customers on their books in, amongst other countries, England, Scotland, Ireland, France, Germany, Portugal, Spain, Italy, Switzerland, Belgium, Holland, Denmark, Norway, Sweden, Finland, and other parts of Russia, Greece, the United States, South America, Central America, India, Australia, New Zealand, Cape Colony, Natal, and Japan.

POTTERY MANUFACTURERS ON THE FISCAL QUESTION.

THE annual dinner of the North Staffordshire branch of the United Kingdom Commercial Travellers' Association was held at Hanley on December 8, when Mr. J. Newton, of Burslem, presided. Mr. Edmund Leigh proposed the toast of "The Trades of the District," and Mr. Thos. Rathbone responded to it. Both gentlemen made the Fiscal question the leading subject of their speeches. In the course of his speech Mr. Leigh said he was indebted to the experience he had gained in commercial rooms for any useful part he had been able to take in public affairs. He spoke of the unmistakable evidence of an improvement in trade, but said he feared the real reasons for the remarkable trade depression we had experienced were not sufficiently considered. He said the fact that within the last ten years no less than six hundred millions sterling more had been extracted out of the pockets of the taxpayers of this country than in the previous ten years; this was rather a startling fact, and, in his judgment, bore in no unimportant degree on the state of the country's trade. We could not divert a sum of money like that from ordinary trade purposes without affecting the interests of the country from one end to the other.

Referring to the proposed fiscal reform, he thought we should have to turn to other and more practical methods of improving trade than fiscal reform. A great deal could be done by nationalising the waterways of the country, and making it possible to get goods easily and cheaply to the sea. We had to maintain our position abroad under the most difficult conditions. For instance, the shipping ring in London charged something like 30 per cent. more for taking pottery from London to Cape Town than they did for taking the same pottery from Hamburg to Cape Town. Some means ought to be found of bringing this to an end. These great shipping companies were subsidised, to a partial extent, for the carrying of the mails, and it ought to be possible for the Government to bring a state of affairs like this to an end. When we bore in mind also that it cost also as much to send a crate of pottery from North Staffordshire to Liverpool as it did to send it right round Cape Horn to San Francisco, it would be seen that the handicap was enormous. If we had anything like an effective system of canals undoubtedly the prohibitive railway rates charged to potters would be reduced. In this connection he was glad to recognise the work which was being done by the Chamber of Commerce, supported by the manufacturers. These were matters on which they could all agree. He gave every credit for sincerity and a desire to benefit the trade of the country to Mr. Rathbone and his friends, but they would have to prepare themselves for a long, a difficult, and a most disappointing task.

Referring to an interview he had some years ago with the British Consul at Naples, Mr. Leigh said he found that the difference in the duties of an English Consul, as contrasted with the important duties imposed upon the Consuls representing Germany, was absolutely startling. Every German Consul had to make inquiries in the district where he was stationed with regard to the imports going into the country, to ascertain where they came from, their nature, their price, and samples were sent over to Germany and were accessible to every manufacturer in the district concerned. In that way undoubtedly a good deal of advance had been made by the Germans. In this country no opportunity was given to the manufacturers in the various centres to acquaint themselves with the requirements of the markets and the conditions under which business can be done. He was glad to see that the Manufacturers' Association was considering a proposal for establishing a sort of trade inquiry department. In the United States the pottery trades were organised in a way which we knew nothing of at all in this country: they had their Importers' Association and their Wholesalers' Association; and they met together once a year in New York, and men from New Orleans, from San Francisco, and from all parts of the country went to confer at this gathering. In this way they had succeeded in doing a great deal in the way of reducing railway rates and in ridding themselves of some of those stupid and ridiculous conditions which still remained in this country.

Mr. T. Rathbone, in responding to the toast, was glad there was so much in which Mr. Leigh and himself could agree. It was

only when they began to propose a remedy for the trade depression they had suffered that they came to the parting of the ways. As far as he was concerned he thoroughly believed that a revision in our tariffs would open up to us a much larger amount of trade in our own home market, and he also believed that it would help us to make better terms with those Protectionist countries which were doing their utmost to shut us out of their markets. We might depend upon it that we had got to adjust British life to the changed conditions of the modern world. On the other hand, Mr. Leigh believed in a policy which no other manufacturing country in the world would adopt except our own, and this economic policy of Mr. Leigh's—he wanted to emphasise this—sacrificed the British citizen to the foreign artisan. He could not, for the life of him, understand people clinging to an antiquated, old-fashioned policy of 60 years ago. It did not matter how we looked at it, we could only come to one conclusion, and that was that our local industry was in a most unsatisfactory condition. He believed there was only one thing that could save our trade with the United States, and that was for the American Government to greatly reduce their tariffs in favour of this country; but this was the very thing the American Government would not do. Last year, when he was visiting America, he had a conversation with the Governor of New Jersey, who pointed out to him that the States had never known what real prosperity was before the passing of the McKinley Tariff Bill. Industries which were in a dormant condition before then began to show new life, old factories had to be enlarged, new ones to be built. Enterprises sprang up all over the country and, in fact, such a wave of prosperity had spread over that country as even the most sanguine of men could never have anticipated. In the future we should not have to look to the manufacturing countries of Europe or America for our export trade; we must look to our own Colonies. The reason France never rested till she had got Madagascar, the reason why America fought for the Philippines, and the reason why the Germans were now fighting the Hottentots, was to get a market for their manufactures. Great Britain held in the hollow of her hand a third of the whole earth's populaton. That population could be cemented together in a common bond for defence and trade, and when that day came it would revolutionise the trade of the whole world.

THE FLINT GLASS TRADE.

ON December 9 a number of the members of the Flint Glass Makers' Society attended a supper given at Brettell-lane for the purpose of presenting a testimonial to Mr. J. Bridge, who is retiring from the position of Financial Secretary for the Stourbridge district. Mr. J. Sneyd presided, and spoke feelingly of his long acquaintance with Mr. Bridge, and he urged the young men to guard the splendid heritage which such men as Mr. Bridge handed down to them. He said they should feel proud to belong to a trade so beautiful as the glass trade, and to an association like the Glassmakers' Society. Mr. Husselbee made the presentation, and handed to Mr. Bridge a beautiful clock and a handsome writing-desk as an expression of the appreciation of his fellow-workmen. In doing so he reviewed the troubles connected with the trade which Mr. Bridge had dealt with, and particularly disputes with some of the manufacturers.

Mr. Bridge, in accepting the testimonial, said while he thanked them for it, he neither expected nor desired it, as the feeling that he had done his duty was a sufficient reward. Still, he appreciated their kindness. He felt grateful for the rest, for the position he had held had been a trying one, and the strike period had been an especially troublesome time, and he felt that certain employers had desired it should be. If in the future employers attempted to enforce similar unreasonable conditions, they would be justified in fighting for their rights as men. There were two ways of doing a thing, the right and the wrong, and he felt on looking back that the union had done the right. The greed for money had caused a great deal of trouble. In the Dennis and the Dial Glass Works they had companies with a salaried board and an expensive managing director, and when sufficient profits were not made they went for the worker, determined to squeeze as much as possible out of him in order to secure themselves. The members who had deserted them, and the floating unreliable labour with which every trade was cursed, had a right to do as they liked, but the union men had a right to protect themselves. The firms which had treated the men fairly and had avoided the conflict were now working maximum time, whilst of those who forced the fight the position of two was known, and that of the third was a matter for the future. He concluded by thanking them for their recognition of his services—services which it had been a pleasure to discharge. Other members spoke in appreciation of Mr. Bridge's excellent work for the Society.

The toast of "The Visitors" was responded to by Mr. Chillingworth, who said the Stourbridge district might congratulate themselves on having come through the fight successfully, and he hoped that with increasing funds they would soon be able to repay those who had made the sacrifices. Those who were tempted and fell, subjecting their fellows to cruel suffering, had found out their mistake, and were now begging to re-enter the fold. He hoped the greatest care and discrimination would be shown in dealing with them. All honour to the Glassmakers' Society. He had the greatest pleasure in proposing "Success to the Glass Trade."

Mr. J. Bell seconded the proposition, and Mr. F. Perry supported it. The latter said since 1849 wages had nearly doubled, and wages could not be raised above starvation level without trade unionism. The society even kept up the wages of blacklegs higher than they would be by giving them a protection they were too slavish and unmanly to pay for. In Birmingham trade was good, and there were openings for men; but, although the Stourbridge district had 120 men on strike, Mr. J. Husselbee could not find them a footmaker for a shade, &c., chair last week. They intended to meet the needs of the trade as fairly as could be, but they would have nothing to do with the men who attempted to sell them. A concert concluded the meeting.

The following letter appeared in the "Brierley Hill Advertiser" and "Stourbridge Express" of December 23:—

THE RECENT GLASS TRADE MEETING.

TO THE EDITOR.

SIR,—My attention has been drawn to certain statements made by one of the local officials of the Glassmakers' Society in reference to the recent dispute in the glass trade. He is reported to have said:—

"The greed for money has caused a great deal of the trouble. In the Dennis and the Dial Glass Works they had companies with a salaried board and an expensive managing director, and when sufficient profits were not made they went for the worker, determined to squeeze as much as possible out of him in order to secure themselves. . . . The firms which had treated the men fairly and had avoided the conflict were now making the maximum time, whilst of those who forced the fight the position of two was known and that of the third was a matter for the future."

May I be allowed, by way of commentary on the above remarks, to state the following facts:—

(1) The dispute had nothing whatever to do with wages, but was entirely concerned with certain of the society's rules which we considered arbitrary and unjust, especially those which interfered with the selection and promotion of workmen and the removal of restrictions on output.

(2) So far was it from the wish or intention of my company to "squeeze the worker in order to secure themselves" that we are actually paying our present staff of glassmakers a higher rate of wages than when we were employing society men.

(3) Comparing the present year with the year 1901 (the last full year worked by society men), I find that we have paid our glassmakers just £600 more in wages, though it is but fair to add that this increase has been partly made up through our men having availed themselves of the liberty they now enjoy of making "overwork" (*i.e.*, articles made in excess of the fixed number per turn), the money thus earned amounting to about £125, not one penny of which, under the rules of the society as they existed three years ago, would they have been allowed to earn or to receive.

(4) In addition to actual wages paid, I may add that in the past five years we have distributed bonuses to glassmakers, amounting in the aggregate to £400, though during four of those years the ordinary shareholders of this company have received no dividend whatever.

This is the extent to which my own company has "squeezed the worker in order to secure themselves," and I cannot but think that there are a good many workers in this district who would willingly submit to the operation.

I am glad to learn that "the firms which avoided the conflict are now working maximum time," as I venture to think this happy result is in no small measure due to the relaxation of several of the most oppressive of the society's rules, which has taken place since we won the battle for freedom, and of which those firms which "avoided the conflict" have not been slow to avail themselves.—I am, Sir, yours obediently,

CONGREVE JACKSON.

Dennis Glass Works, Stourbridge, December 22, 1905.



Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

AS these lines appear in print, we shall all of us be wishing one another a happy and prosperous time in the months which lie ahead, and in the general interchange of greetings I should like to be allowed to join. I trust that the New Year will be for all of us who have to do with the beautiful and historic art of the potter, whether as employers or as employees, a bright and a prosperous one. Factories have been busy almost all along the line up to the end of the second week in December, and then, the Christmas orders having been finished, the usual period of comparative slackness set in. Accompanying this came the news of a change of Government, and of a dissolution in January. A general election is always a most effective disturber of trade, and the result was that, at Christmas time, the heads of many big manufactories whom I questioned were in a much less optimistic mood than during October and November. The North American trade was less brisk, and leading concerns associated with this market at Longton, Hanley, and Tunstall, who have been really busy for some time past, reported a marked falling off in business. The china trade, after experiencing an unusually good "spurt" during October and November, has, as was feared would be the case, fallen upon quiet times again, but travellers will leave for Scotland early in the new year, and the season's trade from beyond the Tweed should assist somewhat in livening things up again later on. At the same time it is only fair to say that the general tone of the potting trade during December was appreciably healthier than it has been during either of the last two years, and at the time of writing it was not anticipated that the holidays would extend further than into the middle of the week following Christmas. It is hardly to be expected, in view of the prevailing conditions, that business will pick up again in real earnest for a while. At the beginning of the year trade is always very slack, there being little demand in the home market, as a rule, during January or February, and this year the intervention of the general election will emphasise the dulness.

Had it not been for the brisk spell which characterised the closing quarter of 1905, the year would have been a very sorry one for the potting trade from all points of view. For fully six months many manufacturers were working little more than half time, and the figures relating to our export trade for the first half of the year showed a sad decrease as compared with previous years. The improvement during the fall season, however, put a much better complexion on affairs. The exports of pottery in November were substantially larger, being £195,852, against £176,256 in 1904 and £187,409 in 1903. None the less, the total exports for the 11 months only totalled £1,922,566, against £1,934,459 and £1,996,758 in the two years preceding. The figures show a decline in the value of the exports to Germany and France, and more particularly to the United States and Canada, but an increase to Argentina, Brazil, and the East Indies. The value of the foreign ware imported into this country was less, and there is ground for the belief that the home market has consumed more home-made ware during the last twelvemonth than has been its wont. We all hope that this feature of the past year's trade may be emphasised still more in the future.

The North Staffordshire commercial travellers enjoyed their annual dinner on December 8 at the Grand Hotel, Hanley, and the occasion was signalised by the first important address on the free trade-side of the fiscal question which has been heard in the Potteries for a long time. It came from Mr. Edmund Leigh, the esteemed head of the Burslem potting firm of Messrs. Burgess & Leigh, who throughout the controversy has ably championed the cause of the Cobdenites in face of the fact that fully nine-tenths of his fellow employers in the district hold views which are diametrically opposed to his own. He spoke quite impromptu, and without the aid of a single note, but the ability of his oratory was afterwards freely admitted by even those who most strongly dissented from what he said. He took advantage of the reported all-round improvement in the state of trade in a clever fashion, contending that the tide had now changed and that there were better times ahead. Mr. Leigh attributed the depression from which we have been suffering to the late war, and he rather astonished some of his hearers by suggesting, on the authority of "one of the ablest statisticians the country possessed," that the total loss to this country by the Boer war was no less than £2,000,000,000. Hitherto we have been taught to believe that it was £220,000,000, but Mr. Leigh apparently took into account the depreciation in stocks and shares and other such items. Dealing with our imports of pottery, which he valued at about £700,000 per annum, he argued that even if a prohibitive tariff were imposed, which had the effect of stopping their importation immediately, a very large quantity of ware could not be made by our own manufacturers inside five years, because we were not in a position to produce ware of the character of much that we bought from abroad. On the other hand, the loss to the general public would be considerable; for, under free trade, there were thousands of homes in this country, into which effective ornamental pottery now entered, which, he contended, would never have found a place there at all, had it not been for the price at which the people had been able to acquire it. Finally, Mr. Leigh entirely rejected protection as a panacea for the ills of the industrial world, and suggested that those who sought to better the condition of the potting trade would do more towards the accomplishment of their desires by reforming our shipping and railway rates, and our consular system, than by agitating for fiscal reform. He compared the German consul with the British consul, much to the disadvantage of the latter. Every German consul had to make inquires in the district where he was stationed with regard to the imports, to ascertain where they came from, their nature and price, and had also to send over to Germany samples which were accessible to every manufacturer in the industry concerned. But in this country, the speaker complained, no opportunity was given to the manufacturers in the various centres to acquaint themselves with the requirements of the markets, and the conditions under which business could be done. Mr. Leigh also seemed to lament that there was no organisation in this country similar to the American Importers' or Wholesalers' Associations, under the auspices of which business men from all parts of the United States confer together once a year in New York, and by means of which they have succeeded in materially reducing railway rates, and "in ridding themselves of some of those stupid and ridiculous conditions which still remained in this country." Mr. T. Rathbone, when he rose to reply to Mr. Leigh, declared that we must adjust British life to the changed conditions of the modern world, and pointed out that Great Britain held in the hollow of her hand a third of the whole earth's population.

Early last month an announcement was made of two important changes in the labour movement in the Potteries, Mr. Thomas Pickin, the trusted general secretary of the Holloware Pressers' Union, and Mr. Joseph Hassall, the organiser, retiring after many years' service. Mr. Pickin, whose life for several years past has been one dreary round of illness, was placed upon pension, and it was hoped that he would be long spared to enjoy it; but, I deeply regret to say, his death has followed close upon the heels of his retirement, for he succumbed on Thursday, December 29. He was a man in whom the employers and workpeople alike had confidence. Never an extremist, he endeavoured at all times to see both sides of a question, and in all his dealings he was honourable and straightforward to a degree. It was his lot to take an important part, through force of circumstances, in the great strike among the potters in 1900, and it was largely due to his conciliatory attitude that the suffering then caused was not more prolonged. He was the first treasurer of the local trades council, and, although towards the end he was unable to discharge the duties of the office, such was the respect entertained for him by his colleagues, that, when, a few weeks ago, he asked to be allowed to retire, they declined to permit him to do so, but agreed to perform his duties so that he might retain the titular honour until the end, which it was known all too well was fast approaching. Till the last Mr. Pickin was consulted in all important matters affecting his Union, and by his death the masters and men and the industry all lose a good friend. The vacant positions in the Union have been filled by the appointment of Mr. Joseph Lovatt as general secretary, and Mr. John Booth as organiser. Mr. Lovatt is a sanitary presser, employed by Messrs. Howson, of Hanley, and Mr. Booth is a hollowware presser, working for Messrs. Grindley, of Tunstall. Both are, comparatively speaking, young men, and the appointments are regarded as very promising. In both instances they take up their duties as from January 1 of the present year.

A complaint has been levelled at certain manufacturers in the Potteries within the last few weeks that they are giving unnecessary and unfair assistance to the Germans by purchasing German ceramic transfers and using them for the decoration of their ware in preference to home-made transfers, which are described as "infinitely superior to the German in quality," but

slightly dearer. It is the custom, of course, to condemn everything which comes from Germany as "cheap and nasty," but I must confess that some of the designs I have seen from the Fatherland lately have been cheap and nice. It behoves the home transfer manufacturer to look to his laurels and to endeavour to cheapen production. It is said that the English transfers would not cost more than a halfpenny or a penny per sheet more than the foreign variety. This is not much, but in an age where efficiency and economy are required in every department of manufacture, if success is to be achieved, it may mean a great deal. My own opinion, however, is that things are hardly so bad as they are made out to be, and that, quality for quality, the English transfers are able to hold their own. Some of the leading transfer makers have recently told me that their trade is rapidly increasing. There is little patriotism in trade, and if English transfers are dearer than the foreign-made article, manufacturers will, of course, buy the foreign production—it is little good appealing to their patriotism to induce them to pay a higher price. But I do not think this is the case. The great bulk of the transfers used here are English made, and in quality and price they will stand comparison with all comers. No doubt a good many foreign transfers do come in; but, with our fiscal system as it is, we cannot expect to have the whole of the home market to ourselves. Even protectionist countries are obliged to buy a good deal of our British manufactures of one sort and another. There must be a little give and take somewhere.

EMPLOYMENT IN THE GLASS TRADE.

MR. CONGREVE JACKSON, of Messrs. Thomas Webb & Sons, Ltd., Stourbridge, contributes to the "Daily Mail" of December 21, an article under the heading of "Employment for the Unemployed." The opening paragraphs of the article refer to the various methods of treating the question of the unemployed, and to the purchase by the public of foreign made goods when British may be had. He then goes on to say: "To an Englishman, it should be a matter of common prudence—to say nothing of patriotism—to buy an English-made article, instead of a foreign one whenever it is possible to do so. If this were the creed of Englishmen, how many trades now on the verge of extinction would spring into fresh life and vigour; how many towns and villages now threatened with decay would regain their long-lost prosperity, if the stream of English gold now poured into the pockets of the foreigner once more flowed in their direction? This, I think, is the true way—and the only way—to solve the question of the unemployed. Let me put the case from the point of view of a glass manufacturer. The Stourbridge district, in which my works are situated, is the historic centre of the table-glass industry, and is renowned throughout the world as the birthplace of the highest achievements in the art of glass-making and decorating. Here, for more than a century, has been produced the finest crystal table glass the world has ever seen. Here, too, that bewildering variety of ornamental and fancy glass, which during the past thirty years has revolutionised the decoration of dinner tables and drawing-rooms, has been originated. It was here that the long-forgotten art of cameo, or glass sculpture, was revived some five-and-twenty years ago. What is the canker which is eating out the heart of the industry? Have we let other nations get ahead of us in originality of design or beauty of workmanship? Have we allowed the quality of our glass to deteriorate? We have done none of these things. Stourbridge still sets the fashions for the world in novelties of glass decoration and ornament, and the thrifty German still plays the sedulous ape, and with steady persistence reproduces our designs with an all too flattering fidelity; albeit in the process he somehow manages to eliminate whatever grace and originality characterised the hand-wrought original. The reason may be summed up in a single sentence. We are being robbed of our Home Market.

Various factors have conduced to this result. Parliament, by means of Factory Acts, has from time to time imposed restrictions upon us as to conditions and hours of labour and the like, which do not hamper our foreign competitors. But Parliament allows the foreigner to have unrestricted access for his goods, though produced under conditions not tolerated in this land. The manifest unfairness of this arrangement seems never to have occurred to our legislators though it must be obvious that if the English manufacturer must produce his glass under certain conditions, and subject to the strict supervision of the factory inspector, he cannot compete on equal terms against the foreigner who is free from these restrictions. It is surprising, that in these circumstances, we are being undersold? Again, we suffer from the craze for cheapness. "Anything is good enough to break," says the modern housewife, as she proceeds to ransack the dealer's stock for the cheapest glass she can find there. If she would take the trouble to keep count of the number of those cheap glasses which the household consumes in the course of a year, I think she could be persuaded that the money thus spent would have been far better laid out in the purchase of good, honest English hand-made glass. And she would have helped the unemployed to find employment. Every year there is imported into this country foreign table and (so-called) ornamental glass to the value of nearly £1,500,000. I very much doubt whether the total output of all the English factories now left equals one-third of that amount. If but one-sixth of the purchasers of this foreign glass were in future to discriminate in favour of the native article, it would result in a sum of £250,000 being transferred from foreign to English factories in a year. This would mean that 2,000 highly-skilled and well-paid workmen would be provided with permanent employment, which would not alone benefit their own families, but would cause the circulation of an additional £2,000 to £3,000 a week in the neighbourhood in which they lived. Nor would this impose any self-denying ordinance on the purchaser. On the contrary, he would derive direct benefit from the exercise of his discriminating patriotism, and would find that actual economy resulted from the substitution in daily use of genuine English glass, of the best quality and workmanship, for the foreign rubbish which had previously adorned (?) his table.

Protection may be sought for and obtained in a variety of ways. There is the protection which Free Trade would bring. I mean, of course, real Free Trade, under which our manufacturers would have free access to foreign countries, so that we might recoup ourselves abroad for the losses we have sustained at home. There is also the protection which would be ours under a system of Retaliation—always providing that the Big Revolver could be relied on to go off without injuring the shooter. And again, there is the protection which we should secure if Mr. Chamberlain's proposals were adopted and a fixed tariff put on foreign imports. One or other of these three systems may, in the dim and distant future, prove the heaven-sent panacea for our commercial ills. When that time arrives the little band of manufacturers who, in the interval, have not been dumped to death may then hope to bask in the unwonted sunshine of renewed prosperity. Meanwhile the workless go about the streets, and the sound of the grinding is low. Better far than any of these is the protection which that discriminating patriotism I have already referred to would give the British manufacturer. No Parliamentary majority would be required to give it effect, and it need wait for no legislative sanction. It would arouse no party rancour, but the big loaf would lie down with the little loaf, and the British workman would consume them. Its application to my own trade would mean that the public would ask for English glass, and see that they got it. They would find, if they did so, that before a twelvemonth had gone by the breakage had so greatly diminished that the little extra money which the home-made article had cost them had been more than saved, while they had secured the two-fold advantage of a well-furnished table, together with the knowledge that they were assisting a British industry, instead of helping to enrich some foreign and not too friendly nation."

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

ISSUED, as this article will be, on the first day of the New Year, we may very properly make brief reference to the state of trade during that which, at the time of writing, is fast drawing to a close. It was anticipated that, strong as foreign, and especially Continental, competition had been, and still existed, we should be able to make a better fight against it; and that has proved to be the case in certain branches of the glass trade. In the highest class of table ware—brilliant, pure in colour, and exhibiting the finest art workmanship in the shape of the several articles manufactured, and in their adornment by the glass-cutter—we have easily held our own; but in what has been termed the bread and butter of the trade, the articles in everyday use by the public in common cut goods, and in plain and, to a certain extent, in pressed articles, further encroachments have been made upon us by the foreigner.

In Stourbridge district, during the couple of months that have elapsed since the publication of the previous article, those firms have done best that have produced the highest class of ware, either for table use or in fancy glass in various colours and shades of colour, for home decoration and the like, and some exceedingly

tasteful articles have been turned out, the art of the designer being closely followed by the workman. There has been talk of late about deterioration in art workmanship on the part of the men with the blow-pipe and in the chair. It is not to be denied that some falling off is perceptible among the younger hands, but it has not become serious as yet. Asking the reason for this, we learn that glass makers and cutters in the higher branches of the business (as well as in the lower), instead of putting forward their own sons or other relatives, and watching over their progress, induce them to go to the engineering and other trades, and strangers, coming, of course, as boys, have to take their chance to learn as they best can. We give this for what it is worth, and its worth, we are assured, is very real. The pressed-glass trade, which in the two last months of the year showed some recovery owing to Christmas demands, is now relapsing into its usual condition, and prospects for the spring are anything but cheering.

In Birmingham—a city which took the lead in the glass trade for a long series of years—there has been a little activity in certain departments, owing to the near approach of the festive season. Rather more has been done for silversmiths and electro-platers by glass cutters; but not by the men around the furnaces, for a large proportion of the bottles, dishes, and other articles of the "presents" class are made abroad. In matchings something has been done. Common pressed goods are becoming more difficult to sell, as the season for them is declining. The looking-glass trade has been somewhat irregular in demand; prices are low, and this is solely due to foreign competition. The special articles manufactured at Spon have continued in demand, both for the home and oversea markets; but in American glass there is reported to be a falling-off, though not to a great extent.

Turning our attention to Lancashire, we find an almost similar state of things to what exists in the Midlands. At Warrington the flint glass trade is dull generally, and the same is the case, and to a more marked extent, in the bottle manufacture. It, however, is expected in improve in the spring. In Manchester, flint glass is in rather better demand, and tablet-work houses are about holding their own. The bottle makers have had a very long period of slackness, but there are signs of revival. Owing to the briskness in cotton manufactories, all the mills being busy, the machinery-glass trade has received an impetus, and the workmen are fairly well employed. In bottles there is nothing worth noting, except that as the law now provides that all liniments containing poison shall be sent out by registered chemists in bottles distinguishable by touch, there is a field not quite taken up for the inventiveness of the mould maker. Business in St. Helens is hardly satisfactory, but there is more doing in mineral water and beer bottles. About the sheet and plate-glass trade we can only say that it is kept going by the great resources and enterprise of Pilkington Bros. Ltd.

In South and West Yorkshire there is a rather better prospect for the year just entered upon, and that may account for the firmer attitude taken by the men at a conference held at Leeds on November 20 to consider the demands of the employers with regard to employment and overwork. The latter body, it was stated, were willing to let them remain as they are, provided the men would agree to work half-an-hour longer each day. Reference was called to the Accidents Clause, but that, it was made clear, would not be agreed to until there is a final settlement: and when that will be arrived at no one can say. The men expressed unwillingness to work the daily additional half-hour under any circumstances whatever, their attitude being very firm. Another matter that gave rise to comment was the request of the masters for an alteration in their favour in the weight of bottles, making the difference 63 dozens against 60 dozens now for "plus" against 5s. 6d. In support of this scheme for bringing down the cost of production, it was pointed out that if such a concession had been in force they could have secured for Yorkshire an order for 56,000 gross of bottles, whereas for want of it the order had gone to Continental rivals. Other orders unless the concession was granted, it was declared, would go the same way. The men refused to entertain the proposal. There was also a suggestion that future yearly agreements should terminate on December 31, instead of just a month later as at present; but it met with no favour from the delegates, and the conference broke up with the conviction that times were about to mend. That there is some ground for it appears to have arisen from a tacit agreement said to exist among the glass-bottle manufacturers of Lancashire and Yorkshire and, perhaps, to a less extent amongst those of the north of England to start more "shops." The men regard this with some suspicion, and say that stocks of bottles in the warehouses are unusually heavy. Trade is fairly good in Wakefield and Castleford; but in Barnsley that cannot be the case; for Mr. Rose, the mayor, and the Rev. W. F. Norris, rector, have issued an appeal "for help for men who have shown their willingness to help themselves," the glass-bottle trade being at a low ebb owing to foreign competition and cold seasons. The two gentlemen declare that "in the Barnsley and Stairfoot district there have been on the average 270 men out of work per week for the last three years; and 115 men absolutely out of employment, who have been out from 10 to 18 months. This means, with wives and families, an aggregate of 300 persons, with no means of subsistence." The two gentlemen say they have satisfied themselves by personal inquiries of all the facts, and that help ought to be given to assist the 300 through the winter. No doubt assistance will be forthcoming. In Thornhill there are many out-of-works also, chiefly through the stoppage, many months ago, of T. Turner & Co., Ltd., of Savile Town, now in course of liquidation. We are informed that a crumb of comfort will shortly be found in the starting of part of the works at Savile Town by two American gentlemen. It is intended to commence the manufacture of bottles, using machines only. If the venture should prove successful the remaining premises will be brought into use. The firm, like others in the country, will go into the production of goods required by makers of confectionery. Despite the convention and the Government duty, the price of sugar has come down, and men and masters are looking for a great extension of the mineral water and sweetmeat trades. If this comes about, and the spring and summer be at all genial, there will be a great revival in the demand for bottles and machine and hand-made jars used in those businesses. The flint glass trade in this part of England cannot be reported as in a satisfactory condition.

Further north, at York, there is a steady but hardly a brisk business being done. Glass for scientific purposes keeps in request, the reputation of the place for its production being well maintained. There is a moderate output of medicals, but about table glass there is nothing of moment to record. While this article was being prepared, an untoward event was taking place at the York Glassworks—a fire which has caused the destruction of much valuable property. The outbreak occurred at a late hour on Christmas Eve, in a department used in part as stores for medical and other bottles. Above it was the chemical laboratory, in which, besides the usual apparatus, there were costly appliances used

in several important processes. The city fire brigade came, and an endeavour was made to prevent the flames extending to the laboratory, but it was unsuccessful; the fire had got too firm a hold, and very soon the entire structure was burning, and the falling in of the roof completed the destruction of the valuable property. The firm are insured, and what has occurred will not in any way interfere with the conduct of their extensive business.

Still further north, in Durham and Northumberland, where cheap glass is manufactured mainly in pressed goods, the firms are said to be heavily handicapped by fiscal regulations. In the bottle-glass trade there are signs of improvement.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THIS report is written in the short interval between Christmas Day and New Year's Day. Our trades, in the retail section, come in as usual for some extra push in connection with these two days, and for some six weeks back preparations for making as much as possible of the double event have been going on. The wholesale merchants report that orders in advance for this special trade have gone through their hands in a volume rather better than had been expected, although still much short of the demand in really prosperous and lively times. During December the retail saloons have been busy in a way, attending chiefly to the wants of purchasers for friends at Christmas or New Year's Day. Transactions of this sort have bulked pretty well in point of number, but goods only of moderate cost were mostly in request, and the money turn-over has not been large or satisfactory to the retail merchants. Spending money is again shown to be not over-plentiful, and this seems to be applicable to all classes of buyers for presentation purposes, from the quite well-to-do down to the humbler order. Just at present the shop windows and interior display of the retail places of business are all looking their best, and a few of them have succeeded in achieving artistic arrangements which have occupied no little of the time and ingenuity of the various staffs concerned.

Naturally, the trade look forward expectantly to the chances of betterment 1906 may have in store. No very great change in the desired direction is expected, but this much is generally looked on as certain, namely, that some progress of betterment will be experienced as the year goes on, paving the way for possibly a really active time during 1907. Weather influences, during December and on last Christmas Day, have not at all favoured shopping, there having been too much rain, and a total absence of seasonable bracing temperatures. January, perhaps, may mend a little in this respect. This unseasonable weather has wholly checked the call for hot-water bottles, which during November assumed very good proportions, as mentioned in last report.

Rockingham ware in Scotland has again drifted into marketing conditions which are unsatisfactory alike to makers, wholesale dealers, and retailers. The association is virtually in abeyance, and the makers are weakening each other in their market practices, rather than forming a bond of strength, as was the original design. Bigger and bigger discounts are being offered to capture sales, and the wholesale merchants aver that there is no need for anything of the kind, and that the rivalry does not increase the number or bulk of the orders a bit. Possibly the New Year may evolve some remedy for the needless waste going on. The Stoneware Association, in the marketing of preserve jars and bottles, has drifted in like manner, to the detriment of the legitimate values of these goods, and to the special profit of nobody in particular, so it would appear. Some effort is likely to be made to rectify this also, and as only some half-dozen of makers altogether are concerned the thing should be possible if the chiefs themselves will only forego a little of their itching for a scramble after orders—and "the devil take the hindmost" manner of procedure. This is all the more desirable in that the price of coal is going up, thus narrowing the margin of possible profits. The same, of course, applies to the Rockingham feature.

The Loan Exhibition of British Pottery and Porcelain, within the Peoples' Palace, Glasgow, having been dispersed, after an interesting run of one year, its place there has been taken up by an exhibition of Japanese industrial and pictorial art, thrown open on Thursday, December 27. The new show is not very strong in pottery items, these coming after lacquers (the strongest contingent), bronzes, and ivories. Still, there are a few fine old examples of Omari and Kutani ware, which may be particularised in some later issue. It is possible that the items of Japanese pottery and porcelain may be added to early in the year. Some specimens of jade and rock crystal are interesting.

The Gazette.

Notice as to Winding-up.

TUTBURY GLASS CO., LTD. Resolved Nov. 7, confirmed Nov. 29: That the company be wound up. F. L. Sowter and another, 25, Irongate, Derby, C.A., liqrs.

Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

BLIZARD & ISAACS (Geo. Blizard and Ernest Isaacs), 108, Hatton garden, London, and Smithfield Works, Lower Mollart-street, Hanley, glass and china merchants and factors. Sept. 29. Debts by E. Isaacs, who continues. (Dec. 1.)

BRITISH AND FOREIGN BOTTLE CO. (John Payne, Martin Tucker Payne, and Edmund Stanislas Falecki, known as Frank Goddard), 107, Cannon-street, E.C., glass bottle merchants. May 26, as regards E. S. Falecki (known as Frank Goddard). (Nov. 24.)

HOLDCROFT & CO. (Arthur Tomkinson, Joseph Peter Holdcroft, and Willie Jackson), George-street Pottery, Tunstall, and Cannon-street Brick Works, Hanley, thermoscope manufacturers. Dec. 5. Debts by J. P. Holdcroft and W. Jackson, who continue at the Cannon-street Brick Works, Hanley. (Dec. 8.)

LONDON AND STAFFORDSHIRE DECORATED TILE CO. (John Phillips and Herbert Edward Fordyce), 14 and 26, Bethnal-green-road, tile merchants. Dec. 7. Debts by H. E. Fordyce, who continues. (Dec. 12.)

Application for Discharge.

WEBB H. F. S., late china and glass dealer, 287, Walworth-road, S.E. The bankrupt, Hugh Frederick Seigfried Webb, who filed his petition on July 1, 1904, applied, last month, to Mr. Registrar Linklater, sitting at the London Bankruptcy Court for his order of discharge. Mr. Egerton S. Grey appeared as Official Receiver and Mr. Herbert on behalf of the bankrupt. It was reported by the Official Receiver that proofs of debt had been admitted for £925 17s. 6d., in respect of liabilities, estimated by the bankrupt at £1,429 16s. 5d. The assets, which were valued at £15, realised £5. The bankrupt, in February, 1894, having been employed as a clerk by the London School Board, began business on his own account, with £600 capital, left him by a relative, as a china and glass dealer at 294, Brixton-road, S.W., of which trade he had no experience. Nine months later he removed to 7, Thames-street, Kingston, where he carried on business until December, 1899, when he went to 287, Walworth-road. In February, 1901, he sold

the business for £100, which he paid to his mother in part liquidation of a debt alleged to be due to her. Since that date the bankrupt had earned £1 to £2 a week as an actor. He attributed his failure to inexperience of the china trade and to domestic trouble. The only offence reported by the Official Receiver was the insufficiency of the assets to pay 10s. in the £, and his Honour suspended the order of discharge for two years.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. *P. G.*)

AYRES MARY AMELIA, 18, Market-street, Abertillery, glass and china merchant. Dated, Nov. 29. Filed, Dec. 6. Liabilities unsecured, £142 13s. 7d. Property, after deducting secured claims, £44 7s. 6d. Tr., Frank Eastwood, 9, St. Mary's-street, Deansgate, Manchester, secretary to a Company. The following are creditors:—Bristol Porcelain & Glass Co., Bristol, £11; R. H. & S. L. Plant, Longton, £13; Edensor Crown China Works, Longton, £11; Rent, £23.

COX THOMAS CHAVE, trading as Thomas Chave Cox & Co., 77, City-road, E.C., and residing at St. Lo, Wordsworth-road, Harpenden, manufacturer and importer of fancy china, porcelain, &c. Dated, Nov. 23. Filed, Nov. 20. Liabilities unsecured, £3,361 1s. 2d. Property, after deducting secured claims £1,100 Tr., Ebenezer H. Hawkins, 3, Barbican, London, E.C., I.A. The following are creditors:—W. H. Cox, London, £50; F. A. Davies, London, £94; Jones Bros., London, £11; Merzbach, Lang & Co., London, £11; R. J. Pettitt & Son, London, £74; Smith & Bridges, London, £32; Schenker & Co., London, £10; Webster & Co., London, £105; J. A. Allen, London, £160; W. F. Reijenga, Amsterdam, £14; A. H. Miller, Badenbach, £19; Maria Strauss, Berlin, £31; Stoessel, Gertler & Co., Berlin, £206; F. A. Mehlem, Bonn, £48; R. F. Brown, Bromley, £1,154; A. Siegel & Co., Carlsbad, £44; A. Moritz, Dresden, £301; Carl Thienne, Dresden, £35; Porzellan Duxer, Dux. £211; Kirkland & Co., Etruria, £51; Rubian Art Pottery Co., Ltd., Fenton, £63; St. Louis Fine Art Pottery Co., Fenton, £17; Robert N. Hankes, Ladowitz, £46; Ratcliffe & Co., Longton, £63; Royal Art Pottery Co., Ltd., Longton, £15; Conta & Bachme, Possneck, £76; R. M. Krause, Schweidnitz, £64; Rosenthal & Co., Ltd., Selb, £28; Empire Porcelain Co., Stoke-on-Trent, £11; Stoke Pottery Co., Stoke-on-Trent, £41; I. Struaet, Jr., Teplitz, £14; R. Heinz & Co., Thuringen, £134; Porzellan Sitzendorfer, Thuringen, £75.

MAYNARD EDWARD JOHN, 156, St. Albans-road, Watford, glass and china dealer. Dated, Nov. 30. Filed, Dec. 7. Liabilities unsecured, £379 0s. 8d. Property, after deducting secured claims, £90. Tr., Harry Wilson, 37, Essex-street, Strand, I.A. The following are creditors:—J. W. Calver, London, £19; E. A. & W. Greenslade, London, £10; Gross, Sherwood & Heald, Ltd., London, £12; Ince & Chapman, London, £14; W. B. Fordham & Sons, London, £13; F. W. Shorter, London, £19; T. H. Currie, London, £45; J. Maynard, London, £80; Mr. & Mrs. Maynard, London, £56; H. Maynard, London, £26.

ROGERS GEO. DAVIS, 60, Castle-street, Trowbridge, ironmonger and China dealer. Dated, Dec. 8 Filed, Dec. 14. Liabilities unsecured, £309 7s. 8d. Property, after deducting secured claims, £110. Tr., Edwd. T. Collins, 28, Baldwin-street, Bristol, C.A. The following are creditors:—J. W. Calver, London, £18; H. Meyer & Co., London, £16; W. Cook Simcox, Birmingham, £26; Bristol Porcelain Co., Bristol, £23; Horwood & Co., Bristol, £15; E. Parsons & Co., Bristol, £11; Emery Bros., Fenton, £12; J. B. Wood & Co., Longton, £30.

Bankruptcy Proceedings.

ALLTREE THOMAS REGINALD, glass and china dealer, Queen-street, Bridlington, Yorks. The adjourned public examination of this debtor was held on December 13 at the Court House, Scarborough. Debtor was questioned by the Official Receiver, and in the course of examination was asked if he had ever carried on business at Morley. He replied that he had. The Official Receiver: Why did you not say so at your last examination? Debtor: I did not think it was necessary. I was travelling as an auctioneer, and took a room at Morley for a fortnight. That was all. Official Receiver: Have you had a business at Whitby?—No, I never had one there. Official Receiver: Has your brother-in-law a business there?—Yes. Official Receiver: Have you supplied him with goods from your shop?—Yes, but only in the ordinary business way; he paid for what he got, and when I received the money I paid it into the bank, as my pass-book will show. Official Receiver: Have you any interest in the business at Whitby?—I have no interest whatever. In the result debtor was allowed to pass. The deficiency amounts to £604 11s. 7d.

CALVERT J. H., of the Fal River China Clay Co., Ltd. The public examination was held on December 6, at the London Bankruptcy Court before Mr. Registrar Giffard, the debtor applying to pass upon accounts showing total liabilities £9,394 (unsecured £6,490) and assets £116. In the course of his evidence, the debtor stated that in 1900 he joined other persons in a business as producer of China clay at St. Austell, that undertaking being regarded as a good thing. One of the partners desired to retire at the end of 1901, and the Fal River China Clay Co. was then formed with a capital of £30,000, to acquire and carry on the business. The sale consideration was £20,000 in shares and the payment by the company of the partnership debts. Witness, as one of the vendors, became entitled to one-third of the shares, but they were never issued. He received £1,570 debentures for money put by him into the company. Witness attributed his failure to loss of about £4,000 in connection with the china clay business and company; to liabilities incurred on behalf of others; and to interest on money borrowed for the benefit of the business and company, which was in liquidation. The examination was concluded.

COOPER ARTHUR GOUGH, 12, Exmouth-street, Clerkenwell, London, china and glass dealer. Adj., Nov. 20. The debtor filed his petition on November 14, and the first meeting of his creditors was held last month at the London Bankruptcy Court, before Mr. E. Leadam Haigh, Senior Official Receiver. The chairman reported that according to the debtor's statements he was formerly engaged for several years as a commercial clerk. He began trading on his own account in September, 1903, when he purchased for £290 the lease, goodwill, and stock of the above business from the trustee under a deed of assignment. He agreed to pay the purchase price by weekly instalments of £5, but the sum of £139 was still outstanding in respect of it. When he began to trade he had £100 capital. He attributed his failure to loss on taking over the business, the stock in his opinion having been much over-valued, and to various expenses. He added that the weekly takings were much below the amount represented to him. He had filed a statement of affairs showing unsecured liabilities £771 17s., preferential claims £53 15s., and estimated net assets £68 5s. A deficiency of £703 12s. was accordingly disclosed. It was stated that the lease and goodwill of the business were of no value, and the household furniture was claimed by the debtor's wife on the ground that it was purchased by her prior to the marriage in June, 1900. A distress for rent had been levied, but it had been paid out by the Official Receiver's agents. An offer of £150 had been made for all the assets; the stock, which was the principal asset, was valued by the Official Receiver's agents at £201, but they advised the Official Receiver to accept the offer. That, however, was a matter to be decided by the meeting. The debtor submitted no proposal. In reply to a creditor he stated that the business must have made a profit, otherwise it could not have borne the heavy losses incurred. The meeting decided to accept the offer of £150 for the assets, which, it was understood, was made by the debtor's wife, and it was resolved to leave the estate in the hands of the Official Receiver as trustee for administration in bankruptcy. The liabilities are set down at £771 17s., and the assets are estimated to realise £68 5s. The following are creditors:—C. A. Bromley, London, £15; Broadhurst & Son, Fenton, £11; Mrs. E. G. Cooper, London, £68; L. P. Catterson & Co., London, £10; S. W. Dean, Burslem, £55; Fenner Glass Co., Reehming, £12; Faudel Phillips & Co., London, £11, Fowles & Co., Ltd., Birmingham, £10; C. Gosser & Co., London, £19; Harrop, Hammond & Co., Brierley-hill, £20; Kuhner, Weiss & Co., Graffenthal, £13; Jonas Lang & Co., London £45; H. Lunley, London, £30; Percy Mason, London, £19; Franz Marshall & Co., London, £37; Mosla, Cama & Co., London, £22; A. Mortimer, London, £16; C. W. McNay & Sons, Boness, £13; MacKie & Sons, Longton, £10; McClory & Sons, Ltd., Sheffield, £10; L. Posse, London, £30; Schurhoff Bros., Dulwich, £23; Till & Sons, Burslem, £20; Wolff A., London, £18; Whitton & Sons, London, £15; Wholesale Fender Co., Birmingham, £10; preferential creditors, £83. The sitting for public examination of the debtor was held on Dec. 20 at the London Bankruptcy Court, before Mr. Registrar Giffard. The statement of affairs showed liabilities £825 12s., of which £771 17s. were expected to rank, and estimated net assets, £68 5s. The estate is being wound up in bankruptcy, the Official Receiver acting as trustee. Examined by Mr. E. Leadam Hough, Senior Official Receiver, the debtor stated that prior to September, 1903, he was employed as a commercial clerk. In that month he purchased the lease, goodwill, and stock of a china and glass dealer carried on at 12, Exmouth-street, Clerkenwell, at a price of £290, payable by instalments, and he had since carried on the business. The sum of £139 was still owing in respect of the purchase price. The debtor attributed his failure to loss in trading, law costs, his household and personal expenditure, and tremendous loss on the realisation of the stock-

in-trade. Loss by thefts was also a cause of his insolvency. He obtained a conviction in respect of those thefts. His household and personal expenses had amounted to £3 a week, but he had nothing in his books to show that this was the case. He never prepared a profit and loss account. The debtor added that he became aware of his insolvency in April, 1904, when judgment was obtained against him in respect of the unsatisfied portion of the purchase price of the business. All his trade liabilities had been incurred since April, 1904. His wife had purchased the business, but he found no part of the purchase money. The examination was concluded.

Hall Elizabeth, Cheapside, Knaresborough, Yorks, earthenware dealer, &c. Mr. Registrar Perkins held a sitting for the public examination of this debtor last month at the Courts of Justice, York. The deficiency, which was set down at £231 14s. 3d., was attributed to "decline in trade, heavy expenses of a large family, and sickness." Debtor stated that her husband founded the business, and on his death, two years ago, she continued it. At the time there were some debts owing, and she traded with the same firms that had supplied her husband. Trade had been bad, and she had been obliged to sell at the best prices she could realise. Replying to questions, debtor said she had not been solvent since the death of her husband. An adjournment was ultimately ordered.

Levy Samuel Harris, 36, Basinghall-street, London, merchant. The statement of affairs filed in this case discloses gross liabilities amounting to £4,197 9s., of which £3,872 9s. is unsecured, and there are no assets. From the Official Receiver's report it appears that the receiving order was made on a creditor's petition, the act of bankruptcy being the debtor's non-compliance with the requirements of a bankruptcy notice. It appears that from October, 1903, until last March debtor was in partnership with a Mr. Frederick Stone, carrying on business at 36, Basinghall-street, E.C., as Australian merchants, trading as the "European Agency," and also as Samuel Harris Levy. Debtor admits that he had no capital of his own when he started that business, and adds that his partner, who represented the firm in Australia, and whose present whereabouts are unknown, failed to account to the partnership for consignment of goods amounting to over £1,600, and he alleges that as the cause of his failure. It further appears from the report of the Official Receiver that debtor started proceedings against his partner in September last in the High Court, when a Mr. R. E. Emson was appointed by the Court as receiver of the partnership assets. The debtor appears to have carried on business for a number of years prior to his connection with Mr. Stone at a number of addresses, either on his own account or in partnership. He states that in 1884 he was adjudicated bankrupt in conjunction with his brother, Harry Levi, and was granted an immediate discharge; but he alleges that he cannot state in which court the receiving order was made, what his liabilities were, or whether the creditors received any dividend. In 1896 he entered into a deed of arrangement with his creditors, and states that he cannot give any details. The household furniture at the debtor's residence, Thames Side, Weybridge, is claimed by his wife as her separate property. With regard to the debtor's unsecured liabilities—viz., £516 3s. 10d.—£377 9s. 10d., incurred in March, 1903, is in respect of an agreed liability payable over a period of ten years. Debtor gives the following explanation as to his deficiency:—Excess of liabilities over assets on March 21, 1903 (a liability of interest to be repaid over a period of ten years), £350; share of net loss arising from carrying on business from March 21, 1903, to the date of the receiving order, after deducting from profits the usual trade expenses, £704 18s. 6d.; household expenses since March 21, 1903, of self and wife, £766 12s. 2d.; costs incurred on judgment by Messrs. Erhardt & Co., £8 10s.; interest, Bradley & Cohn, £44 19s. 10d.; Frederick Stone, non-remittance from realisation and non-return of consignment goods, £1,644 19s. 4d.; proportion of loss of business, £352 9s. 2d.—total, £3,872 9s. The following are creditors:—Bradley & Cohn, London, £377; Erhardt & Co., Birmingham, £63; National Provident Institution, London, £67. Contingent liabilities:—Allen & Wright, London, £27; F. A. Ayres, London, £14; Becker & Strauss, London, £30; F. Barton, London, £24; C. P. Brown, London, £144; Dreyfus & Co., London, £148; Trilda & David, London, £62; Huminel Gebruder, London, £24; Hildesheimer & Co., Ltd., London, £184; E. Hahn, London, £163; H. J. Hazel, London, £13; Hunter Bros., London, £111; Jacob & Shreppel, London, £12; Knuth Bros., London, £34; L. Kramm, London, £31; London Sponge Co., London, £31; C. Macintosh & Co., London, £52; F. W. Neyberger & Co., London, £22; Osman & Co., London, £40; Perkins & Son, London, £23; Retsch & Co., London, £32; Rieth & Kopp, London, £13; Scharrer & Koch, London, £26; Snia, Oppenheimer, & Co., London, £13; Slazenger & Sons, London, £14; Turner & Sons, London, £121; H. Voll & Co., London, £19; F. Wick & Co., London, £12; J. H. Worrall, London, £11; R. C. Ziess, London, £55; Niger & Schilde, London, £10; W. Adams, Birmingham, £16; Antrobus & Co., Birmingham, £44; A. Burgess, Birmingham, £16; A. J. Cheshire, Birmingham, £15; W. Davenport, Birmingham, £61; E. Durban & Co., Birmingham, £260; T. J. Evans & Co., Birmingham, £12; Erhardt & Co., Birmingham, £36; J. Fenton, Birmingham, £16; G. H. Hughes, Birmingham, £30; Haseler & Milner, Birmingham, £66; S. M. Levi, Birmingham, £45; G. Loveridge, Birmingham, £16; Marlow & Vaughton, Birmingham, £45; Uckewam & Adie, Birmingham, £39; Perks & Son, Birmingham, £23; Porcie Bros., Birmingham, £39; Perks & Son, Birmingham, £23; Porcie Bros., Birmingham, £11; W. C. Reading, Birmingham, £20; Smith & Pepper, Birmingham, £22; W. & H. Swann, Birmingham, £23; Max Sichel, Birmingham, £19; D. & L. Spiers, Birmingham, £115; Dennison, Wigley & Co., Birmingham, £10; Forrester Bros., Birmingham, £10; J. Richards, Birmingham, £10; Watson & Cope, Birmingham, £10; Bayrische Celluloid Co., Hamburg, £29; L. Bierer, Furth, Bavaria, £118; Bohm & Co., Schwab, Germany, £30; Burkhardt & Co., Pforzheim, £28; Clauss Gottfried, Pforzheim, £14; Hartogh & Straug, Hamburg, £67; Hines Bros., Stoke-on-Trent, £18; Koch Gebruder, Pforzheim, £15; H. Kemperling, Vienna, £36; Laud & Sons, Sheffield, £26; L. S. Mayer & Co., Frankfort, £98; Mann & Porzellins, Anterweipbach, Germany, £19; Mosoner & Wellendorf, Pforzheim, £11; Prenssing & Wilsob, Berlin, £150; Josef Rindskoff Sohne, Dux in Bohinen, £24; Schock & Frank, Schwab, Gernund, £20; Springer & Co., Carlsbad, £10; Steinbach & Co., Malmedy, £25; R. Stroud & Son, Wolverhampton, £19; F. Weil, Paris, £26; Wood & Son, Burslem, £18; F. Zerrenner, Pforzheim, £21.

Mills Charles, 32, Mount-avenue, Eccleshill, and Mount-street, both Bradford, glass, china, and hardware dealer. Adj., Nov. 22. The public examination of this debtor was held on Wednesday last the 6th inst. at the County Court, Manor-row, Bradford. It was elicited from the debtor that he started business in 1896 with between £5 and £10 capital. Up to about a year ago he made a living. He then started dealing in hardware and china and glass, having £20 capital of his own, and borrowing a like amount. With his stock he visited various markets, holding mock auctions. This he explained, consisted of beginning an article at a certain price, and bringing the figure down until it found a purchaser. Debtor said his weekly turnover amounted to about £40, and his expenses between £14 and £15. A fire occurred on his premises last July or August, when damage to the extent of about £20 was done. Questioned by Mr. Atkinson, debtor admitted that he had done some betting, and since March last he thought he had lost about £200. He had made bets with bookmakers at Bradford, but he did not know the names of the men. The Official Receiver observed that the creditors thought he still had some of this money, whereupon the debtor said he could not tell with whom he had had betting transactions, as it would get others into trouble. Replying to further questions, debtor said he had destroyed the betting slips after the races. The debtor was questioned very closely, and eventually admitted that for the Doncaster meeting he had put £1 on a horse with a man named Bob, whom he had met in Godwin-street. He had only made one bet with this man. Mr. W. V. Tatham, representing the trustee, elicited from debtor that since last March he had lost £50 on card-playing. Mr. Tatham pointed out that there was a deficiency of over £600 totally unaccounted for. The Registrar remarked that since January last the debtor had appeared to have lost £1,000. After further questions an adjournment was ordered. The following are creditors in this recent failure:—Bryant & May, Ltd., London, £58 0s. 8d.; Hy. Barnascone & Son, Sheffield, £22 12s. 6d.; Baxter & Granger, Halifax, £20 1s. 6d.; E. W. Bonehamper, London, £16 6s. 2d.; Black & Co., Bolton, £13 4s. 6d.; Jos. Crossfield & Sons, Ltd., Warrington, £15 10s. 6d.; Chesham Wood and Toy Co., Chesham, £13 12s.; Cresswell Bros. & Schmitz, London, £14 6s.; Carr & Sons, London, £13 5s. 1d.; Elijah Cotton, Hanley, £10 14s. 3d., John Chew, Longton, £10 16s. 10d.; Geo. Clews, Burslem, £13 18s. 8d.; J. C. Dunn, Birmingham, £16 18s. 11d.; Farrow & Co., Peterboro', £12 2s. 2d.; Alf. Field & Co., Birmingham, £19 17s. 10d., S. Gorterman & Co., Ltd., London (£17) £17 12s. 2d.; T. Hulse, Longton, £17 11s. 8d.; Houldsworth & Cliffe, Heckmondwike, £19; Heaton & Taylor, Ltd., Birmingham, £21 8s.; Horne Bros., Ferrybridge, £11 0s. 9d.; Jarrett & Rainsford, Ltd., Birmingham, £25 7s. 6d.; A. G. Harley Jones, Fenton, £10 1s. 9d.; David Lockhart & Son, Glasgow, £20 13s. 10d.; Lawrence & Son, Hull, £16; Thos. P. Ledgar, Longton, £14 13s. 5d.; Wm. Lord, Heywood, near Manchester, £14 17s.; Lancaster & Sons, Hanley, £10 6s.; Mason, Cash & Co., Burton-on-Trent, £12 0s. 9d.; Morris & Wilkinson, Manchester, £14 15s. 2d.; Preece, Clews & Co., Ltd., Tunstall, Staffs., £17 4s. 10d.; Sinclair & Sons (stationers), Ltd., Otley, £43 15s. 8d.; Sefton & Brown, Ferrybridge, £26 1s. 4d.; Shippam Bros., Mansfield, £12 13s. 8d.; C. F. Stahlecker & Co., London, £16 1s. 9d.; Stubbs Bros., Stoke-on-Trent, £10 16s. 10d.; The British Anchor Pottery Co., Longton, £27 2s. 11d.; Taylor & Kent, Longton, £36 4s.; Thorborn, Bain & Co., Ltd., London, £25 10s. 10d.; J. B. Wood & Co., Longton, £14 17s. 4d.; Jos. Woodhead, Bradford, £18 3s. 9d.; T. Rathbone & Co., Tunstall, £26 12s. 3d.; Moritz Besels, Fuerth, Bavaria, £31 7s. 6d.; R. Whitehead & Co., Bradford, £14 5s. 4d.; J. Davies Hudson, Shrewsbury, £11 9s.; C. H. Muller, Jun., London, £15 4s.

Patterson James, 23, Springfield-avenue, Oldfield-road, Sparkbrook, late Avondale-road, Sparkhill, and 110, Stoney-lane, Sparkbrook, late back of 399, Stratford-road, Birmingham, late glass merchant. Adj., Dec. 6. First meeting, 191, Corporation-

JOHN WALSH WALSH,

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street, Birmingham, Dec. 13. Exam., C.C., Birmingham, Jan. 22 at 2.

PLANT ENOCH, earthenware manufacturer, the Crown Pottery, Burslem, Staffs. The public examination of the above debtor was resumed recently at the Hanley County Court before the Registrar, Mr. Edmund Tennant. The case had been adjourned for the purpose of debtor filing certain accounts; but the deputy Official Receiver (Mr. Lamb) stated that this order had not been complied with. Mr. Lamb further stated that in last October, the debtor was ordered to amend his statement of accounts so as to show the disposition by him of £250 received by him in respect to the sale of furniture last July; a cash account for two years prior to receiving order, and a goods account for 12 months previous to the receiving order. The debtor alleged he paid £175 to a colliery company for coal, and out of the remaining £80 he had paid £27 to another company for coal, and £25 to a money-lender. Replying to the Registrar the debtor said the receipts for these payments were on the file. The deputy Official Receiver said that on the last occasion the debtor filed an account which purported to show that he had paid away £3.745 more than he had received. This account, he said, was worthless. The debtor said his son has assisted him in making out the accounts. The examination, on the application of Mr. Lamb, and supported by the trustee (Mr Brodie), was eventually adjourned sine die, the Registrar remarking that the amended accounts filed were insufficient in every detail. The debtor said he would get some qualified person to go through the books. The liabilities are stated at £3,517, and the assets £338, or a deficiency of £3,178.

THOMPSON ANNIE (widow), 56, Tyldesley-road, Blackpool, late 21, Milton-street ,Nottingham, late glass and china dealer. R.O., Nov. 22. Adj., Nov. 22. Meeting, O.R.'s, Preston, Dec. 18. Examination, Sessions-hall, Preston, Jan. 12 at 11.

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

CASTING MOULDS, No. 24,088.—J. Granich. Improvements in casting-moulds used for connecting and stuffing stoneware pipes. November 22, 1905.

COLOURED GLASS, No. 23,714.—H. H. Pitt. Improvements in the manufacture of coloured glass. November 17, 1905.

CONDUCTOR RAIL SUPPORTS, No. 24,902.—H. L. Doulton and C. E. Morris. Insulating supports for conductor-rails of electric railways. December 1, 1905.

CONFECTIONERY DISPLAY DISHES, No. 25,414.—J. E. Sheldon (Harris & Sheldon, Ltd., Germany). Improvements in and in the manufacture of trays or dishes used for holding and displaying confectionery and other goods. December 7, 1905.

CONVEYING APPARATUS, No. 23,696.—I. H. Wilkinson. Apparatus for conveying large stoneware sanitary pipes from the machine to the fettling wheel or whirler, and inverting them in transit. November 17, 1905.

DINNER PLATES, No. 23,967.—L. Beck. Improved dinner plates. November 21, 1905.

GLASS BLOWING, No. 25,095.—J. Wolf. Improvements in moulds for glass-blowing machines. December 4, 1905.

HEATING DRYING ROOMS, No. 23,773.—W. Oates. Improvements in the heating of drying-rooms for earthenware, fireclay, and like goods. November 18, 1905.

KILNS, No. 25,638.—H. Thornton, R. N. Sharp, J. H. Ingle, and L. W. Stanley. Improvements in kilns employed for burning or fixing the colours or glaze upon glass or earthernware and other materials applicable also for other purposes. December 9, 1905.

LAVATORY BASIN, No. 23,453.—M. J. Adams. Improved combination of a lavatory basin and filling apparatus. November 15, 1905.

MOULDS, No. 25.094.—J. Wolf. Improvements in moulds for glass-blowing machines. December 4, 1905.

MOUSTACHE GLASS, No. 23,802.—S. Flatau. A moustache glass. November 18, 1905.

POISON BOTTLES, No. 24,701.—F. Thomas and W. Woodland. An improvement in poison, medicine, and like bottles. November 29, 1905.

SAFETY GUARD, No. 24,800.—J. F. Rose-Soley. Safety-guard for poison bottles. November 30, 1905.

SAUCER, No. 25,341.—W. H. Bolton. An improved saucer for afternoon tea sets. December 6, 1905.

SAUCERS, No. 24,988.—A. Lawson. Improvements in and relating to saucers and like dishes or plates. December 2, 1905.

SPITTOONS, No. 24,879.—W. Bendoff. Improvements in spittoons. November 30. 1905.

WATER-CLOSET BASINS, No. 23,497.—T. G. Rhodes and R. Gaunt. Improvements in water-closet basins. November 15, 1905.

WIRED GLASS, No. 24,782.—E. Beetlestone. Improvements relating to the manufacture of wired glass. November 30, 1905.

Specifications Published.

1904.

23,552.—Philippokaux. Machines for making glass bottles.
28,862.—Cotterell. Glass bevelling and polishing machines.
27,971.—Clegg. Machines for making glass bottles and the like.
26,292.—British-Thomson-Houston Co., Ltd. (General Electric Co.). Joints between metal and vitreous materials and method of forming the same.
29,615.—George. Sinks and the like.

1905.

1,815.—Thompson. Jars, bottles, and other receptacles.
5,621.—Shanks. Cisterns made of earthenware, stoneware, fireclay, or like material.
13,788.—Marks (Colburn). Production of sheet glass.
18,490.—Means for standardising earthenware measures and the like.
18,026.—J. Tylor & Sons, Ltd., and Appleby. Overflows of lavatory basins, sinks, baths, and the like.

Designs.

467,954–7.—Worcester Royal Porcelain Co., Ltd., Worcester.
467,964.—Burroughes Wellcome, & Co., Snow-hill-buildings, E.C.
468,026.—J. A. Terry, Guildhall, E.C.
468,082.—Bullers, Ltd., Tipton, Staffs.
468,148.—Corn Bros., Tunstall, Staffs.
468,149.—G. H. F. Algar, 374, Hoe-street, Walthamstow.
465,287.—H. Nickel & Co., 47, Philosophenweg, Cassel, Germany.
468,077.—F. Day, 40, Doncaster-road, Barnsley.
468,420.—Burgess & Leigh, Middleport Pottery, Burslem.
468,487.—T. E. Jones, 37, Varde's-road, New Wandsworth.
468,589.—General Contracts Co., Ltd., 1, Fenchurch-avenue, E.C.
468,590–92.—Johnsen & Jörgensen, Ltd., 4–6, Bury-court, E.C.
468,736.—Wileman & Co., Foley Potteries, Fenton.
468,489.—W. Schmitz, 31–33, Valentinskamp, Hamburg.
468,872.—Rubian Art Pottery, Ltd., Fenton.
468,873.—J. Lang & Son, 16, Bury-street, E.C.
468,915.—Burgess & Leigh, Middleport Pottery, Burslem.
468,954.—L. Noel & Sons, Ltd., Clink-street, S.E.
469,073.—Worcester Royal Porcelain Co., Ltd., Worcester.
469,074–81.—Henry Richards Tile Co., Tunstall.
469,082.—G. Jones & Sons, Ltd., Trent Potteries, Stoke.
469,163.—A. S. Wehner, 57, Holborn-viaduct, E.C.
469,164.—H. S. Wellcome, Snow-hill-buildings, E.C.
468,523.—H. S. Wellcome, Snow-hill-buildings, E.C.
468,794.—T. A. Simpson & Co., Ltd., Furlong Tile Works, Burslem.
469,205.—T. Rathbone & Co., Tunstall, Staffs.
469,281–3.—Henry Richards Tile Co., Tunstall.
469,284–5.—Pilkington's Tile and Pottery Co., Ltd., Clifton.
469,312.—Tollcross Glass Bottle Works, Tollcross.
463,425–6.—H. A. Ollivant, Etruscan Tile Works, Cliffe Vale.
469,000–20.—Johnsen & Jörgensen, Ltd., 4–6, Bury-court, E.C.
469,633–4.—Wiltshaw Robinson & Son, Carlton Works, Stoke.

LATEST COMPLETE SPECIFICATIONS.

Ornamenting Porcelain, Stone Ware, Majolica Ware, &c., and the Like by Transfer Designs.—W. Wachter, 81, Eisenbahn-strasse, Leipsig-Volkmarsdorf, Saxony, declares this invention to be described by the following statement:—A process for ornamenting porcelain, stone ware, majolica, bricks, metal sheets, and the like by means of transfer designs under glaze, consisting in transferring the design on to the base from transfer paper having the design printed upon a layer of glaze, whereupon the object is coated with a glaze and then burnt, for the purpose as described. In a process according to Claim 1, transfer paper is first coated with gummy mixture or solution of a carbohydrate and then with a layer of glaze upon which the design is printed, substantially as set forth and for the purpose described. A process according to Claims 1 and 2 in which the transfer paper is coated with a mixture consisting of 100 gr. of water, 200 gr. of mucilage of carrageen moss, and 300 gr. of burnt sugar; the glaze is then applied to the paper, which

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Publishers : **SCOTT, GREENWOOD & SON,**

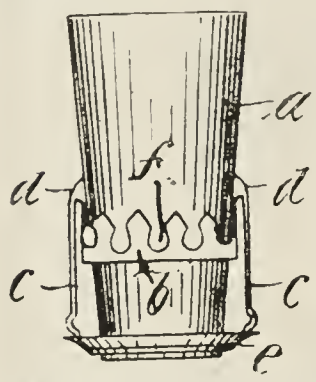
"The Pottery Gazette" Offices, 19, LUDGATE HILL, LONDON, E.C

Telegraphic Address : "PRINTERIES, LONDON."

Telephone No. : "5403 BANK."

is made smooth and printed with suitable colours ground also with the above mixture, and the object after application of the transfer is coated with a glaze and then burnt substantially as set forth and for the purpose as described.

A New and Improved Tumbler.—O. Madlung, of Spora, near Meuselwitz, Germany, declares this invention to be described by the following statement :—(1) A device for catching drops from tumblers and the like, characterised by a stand for receiving the tumbler, two elastic arms fixed with one end to the stand and provided with enlarged heads at the other end, a ring of suitable material fixed to the tumbler and provided with projections between which enlarged openings for catching the heads of the elastic arms are arranged, substantially as described and shown and for the purposes set forth. (2) A device for catching drops from tumblers and the like as described in Claim 1, characterised by a ring of wire or other suitable material fixed to the elastic arms, and provided with overlapping ends bent outwardly to form handles, one end passing through a loop formed in the other end, substantially as described and shown and for the purpose set forth.



New Foreign Patents.

United States Patents.

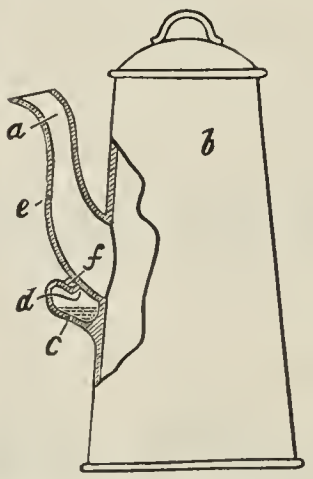
800,644.—J. Haley, Akron, Ohio. Apparatus for feeding glass into moulds.
801,831.—D. Landau, San Francisco, Cal. Syphon bottle.
801,639.—J. Bensing, Malinta, Ohio. Machine for making clay shingles and the like.
801,219.—J. W. Cooper, Boston, Mass. Flushing cuspidor.
801,220.—J. W. Cooper, Boston, Mass. Flushing cuspidor.
801,221.—J. W. Cooper, Somerville, Mass. Cuspidor.
801,564.—H. H. Allen, San Francisco, Cal., and E. P. Golden, Meriden, Conn. Glass-bottom mug.
802,400.—G. T. Liddle, Muskegon, Mich. Bottle.
802,641.—B. S. Hawley, Angelo, Wis. Gauged sample bottle.
802,460.—A. Marshall, Los Angelos, Cal. Flower-pot.
802,633.—J. G. Green, Colorado Springs, Colo. Glass-cutting table.
803,563.—H. Diesener, Charlottenburg, Germany. Clay-cleaning device.
804,016.—A. B. Latting, Memphis, Tenn. Method of revivifying spent clays.
804,173.—A. Raspillaire, Morgantown, W. Va. Machine for making glass articles.
804,069.—A. Strub, Beaverfalls, Pa. Glass-moulding machine.
804,576.—C. Boucher, Cognac, France. Machine for making bottles, flasks, &c.
804,500.—G. Poncelet, Brussels, Belgium. Apparatus for the preparation of panes of opal glass.
804,775.—H. G. Slingluff, Hartford City, Ind. Glass furnace.
804,338.—A. E. Pike, Brislington, England. Jar, bottle, and other vessel.
804,334.—O. A. Mygatt, New York, N. Y. Prismatic-glass reflector for artificial lights.
804,425.—F. Mountford, Stoke-upon-Trent, England. Automatic machinery or apparatus for decorating and glazing tile and other articles of pottery ware.
804,753.—H. Meyer, Deshler, Ohio. Tile-moulding machine.
804,479.—L. D. Lawnin, Edwardsville, Ill. Urinal.
804,480.—L. D. Lawnin, Edwardsville, Ill. Urinal.
805,266.—W. R. Cunningham, Bucyrus, Ohio. Cutting-wire attachment for clay-cutting machinery.
805,069.—H. K. Hitchcock, Tarentum, Pa. Kiln for annealing glass.
805,065.—H. K. Hitchcock, Akron, Ohio. Manufacture of glass articles.
805,303.—R. Küch, Hanau, Germany. Producing hollow quartz-glass articles.
805,335.—H. Bard, Milville, N. J. Plunger for glass-blowing machines.
805,302.—R. Küch, Hanau, Germany. Producing quartz-glass free from air bubbles.
805,139.—H. K. Hitchcock, Walton, Pa. Manufacture of glass.
804,821.—A. J. Baldwin. Manufacture of wire glass.
805,066.—H. K. Hitchcock, Akron, Ohio. Glass press.
805,054.—J. W. Colburn, Franklin, Pa. Glass-working apparatus.
805,027.—F. W. Pawling and F. R. Miller, Lockport, N.Y. Machine for making hollow glassware.
805,299.—E. G. Kasterhuber, Schenectady, N.Y. Apparatus for moulding porcelain and similar ware.
805,312.—C. W. Meinecke, Jersey City, N.J. Urinal.
805,877.—F. O'Neill, Detroit, Mich. Bottle-finishing machine.

Latest Complete Specifications.

Process of Making Translucent Opal Glass. J. Kempner, Berlin, Germany. (U.S. Patent.)

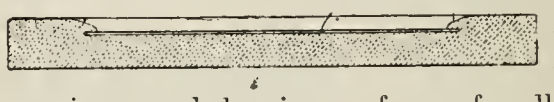
Claim.—In a process of making opal glass, the use of a glass-frit composed of sand, soda, feldspar poor of lime, and sodium silicofluorid, the latter in the proportions of two to one, as and for the purpose specified. In a process of making opal glass, the use of a glass-frit composed of 100 parts of feldspar and sodium silicofluorid, 160 to 180 parts of silicic acid and 37½ to 50 parts of soda, as and for the purpose specified.

Drip Catcher for Coffee Pots, &c. J. Mittendorf, Berlin. (German Patent 156,184.)

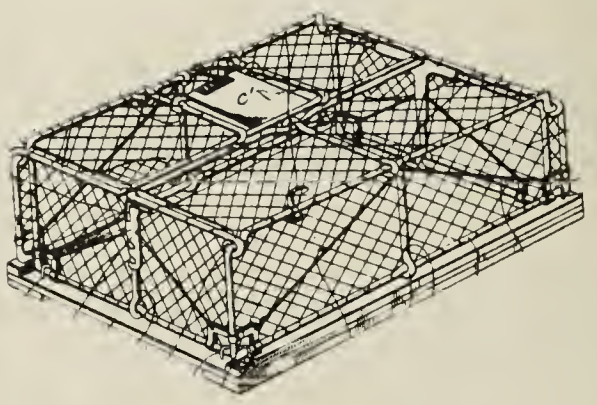


Claim.—On the outside of the vessel, just below the base of the spout, is arranged a drip catcher *c*, made in one piece with the vessel itself, and of such a shape that the drippings cannot run out again when the vessel is tilted for pouring. This object is accomplished by the provision of a funnel-shaped depression *f*, projecting into the cavity of *c*, the drippings running down a groove *e*, along the front of the spout *a*, into the depression *f*, and through an orifice *d* into *c*.

Decorated Articles of Ceramic or Vitrified Ware. J. R. Anderson, Philadelphia, Pa., U.S.A. (U.S. Patent.)—An article of vitreous or ceramic ware having a glazed face with depression therein, and a picture contained in the said depression, and having a face of celluloid or like smooth, flexible, and transparent material, whereby it simulates the glazed surface of the article, substantially as specified.



Folding or Knockdown Crate. C. Hoskins, Quincy, Ill., U.S.A. (U.S. Patent.)—In a folding crate, the combination with the bottom, of the side and end sections hinged thereto, the top formed in two sections, each hinged to a side section, and locking means carried by the end sections for automatically locking all of said hinged sections when set up, substantially as described. In a knockdown or folding crate, the combination with the bottom and the hinged side and end section, of the centre-stay for the frames of the end section, the T-shaped casting mounted on said stay, and having a cut-away portion in its head between the side arms formed with oppositely-disposed overhanging edges, beneath which the frames of the top sections are received, and the spring-pressed bolt working in the stem of the casting and adapted to be



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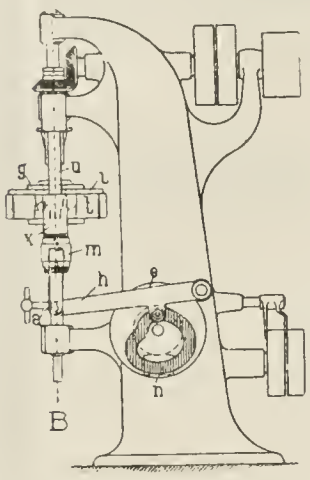
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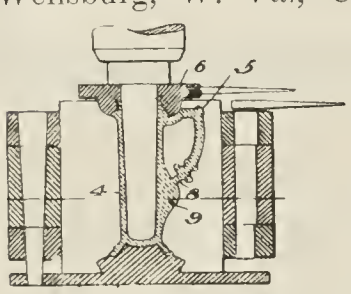
GOLD MEDAL AT THE LIMOGES EXHIBITION, 1903.

projected between the top-section frames, whereby the frames will be held beneath the overhanging edges of the recess and the top and end sections locked together, substantially as described. In a folding or knockdown crate, the combination with the bottom, of the hinged side and end sections, said side sections formed with reëntrant angular portions at the upper corners, the top sections pivotally connected to said reëntrant angular portion of the side sections, substantially as described.

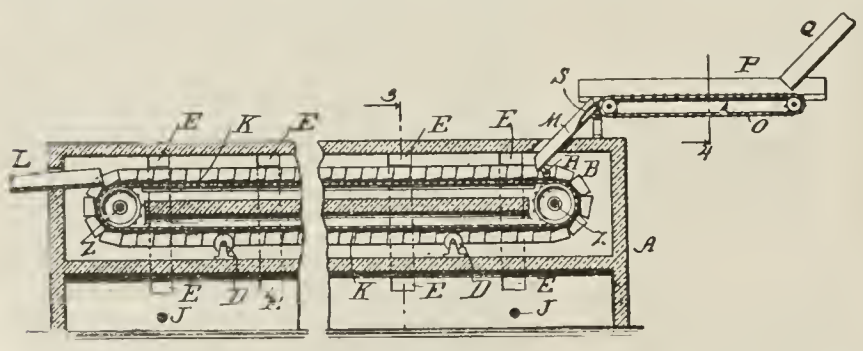
Pottery-Moulding Machine. L. Mary, Fegersheim, Germany. (U.S. Patent.)—In a pottery-moulding machine, the combination with a rotary core and vertically-reciprocating flask-carrying frame, of disconnected flask-sections held by the frame and adapted to move in horizontal lines toward and from each other, springs for moving the sections entirely away from each other, and automatically-operated means for raising the sections and pressing them together during their ascending movement, substantially as set forth. In a pottery-moulding machine having a rotary core and a flask-carrying frame vertically reciprocated with positive motion, a block held in the said frame, spring-controlled flask-sections located in said block, members protruding from the said flask-sections, and means contacting with the said protruding flask members and pressing the said flask-sections together on their ascent, substantially as set forth.



Press-Mould for Handled Glassware. A. R. Grotz, Wellsburg, W. Va., U.S.A.—A press-mould for handled glassware having a handle-forming cavity connected at both ends with the body-forming cavity, said connection at the lower end of the handle being reduced in size to form a relatively small neck or channel, substantially as described. A press-mould for handled ware having its body-forming portion recessed to form a thick wall of glass at one or more sides, and a handle-forming cavity connecting therewith by a narrow neck or channel, substantially as described.



Machinery for the Manufacture of Glassware. H. M. Brookfield, New York, N. Y., U.S.A. (U.S. Patent.)—In a machine for treating glassware in combination, an elongated oven having therein and running lengthwise thereof an endless conveyor comprising a belt having attached thereto an endless series of open-ended pans, said oven having a top provided with a hole therein near one end thereof and above said conveyor, an inclined chute passing through said hole and terminating close above said conveyor, and an endless conveyor leading to said chute.



In a machine for treating glassware in combination, an elongated oven having therein and running lengthwise thereof an endless conveyor comprising a belt having attached thereto an endless series of open-ended pans, said oven having a top provided with a hole therein near one end thereof and above said conveyor, an inclined chute passing through said hole and terminating close above said conveyor, and an endless conveyor leading to said chute, said oven also having one or more heating-flues terminating above the bottom of said conveyor and adapted to discharge heated air downward upon articles carried thereby.

A Glass Coach is used at the Drury-lane Pantomime this year to take Cinderella to the fête. It is covered in crystals and illuminated by thousands of electric lamps. We are sorry it was not "made in England," but congratulate our French friends on a novel achievement in coach building.

An auction room story is told of a man who attended a country sale to buy a Crown Derby dinner service which he knew was to be sold with the contents of the house. To his surprise, the first three or four large dishes arrived with some kitchen rubbish, which he purchased. Finally, after buying some forty lots or so, each of which included portions of the dinner set he desired, he secured the whole service, and found, after disposing of the rubbish, that he had obtained for fifty shillings a fine Crown Derby dinner set, for which he had been prepared to give at least fifty guineas. The moral drawn is that auctioneers ought to know something about the value of china.

The Black Wedgwood Ware in Hanley Museum was recently referred to by a writer in the "Westminster Gazette," who says: There is some black ware by Mayer and Turner which in form and finish could hardly be excelled. Among the most beautiful of the Wedgwood specimens are a small square basin and plate in black, with a band of vine-leaves and grapes in red. These, if less ambitious than the great vases, nevertheless show Wedgwood at his best, as the man who brought to Staffordshire the idea that domestic pottery was worthy of the artist's skill. A close study of these two pieces would be more beneficial to amateur collectors than any number of treatises on the subject; for with black ware, as with most other things, the trained eye is the only sure guide in making purchases. Some of Wedgwood's and much of Mayer's work is not marked, and there are also countless modern imitations to be found in curiosity shops. These, however, are generally thicker than the old pieces, and frequently the paste has a chalky appearance, which is never seen in the older black body.

British Glass in South Africa.—In a letter dealing with a report on the British glass trade in Cape Colony and Natal from the High Commissioner for South Africa, recently submitted to the Liverpool Chamber of Commerce by the Board of Trade, it is stated that the total value of glass imported into the Colony for the six months ended June 30, 1905, was £44,179, of which more than 50 per cent. was of British make, Belgium being the most serious competitor, with slightly more than 25 per cent. of the imports. With regard to Natal, the Collector of Customs writes that the greatest possible care is exercised in seeing that no goods are admitted under the preferential tariff except on production of the required certificate to the effect that labour of the United Kingdom has entered into the production of the manufactured article in its condition ready for export to an extent of not less than 25 per cent. It appears that, taking the aggregate value of glass manufactures imported into Natal, there has been a marked falling off in the proportion of articles of British origin. In 1902 the proportion taken from the United Kingdom was 77·7 per cent. of the total imports; in 1903 it had fallen to 65·8 per cent., in spite of the preferential tariff having taken effect from August 15 of that year; while in 1904, which was a full year of preferential treatment, the proportion decreased to 59·4 per cent., a falling off of 6·4 in the percentage as compared with 1903, and of 18·3 as compared with 1902.

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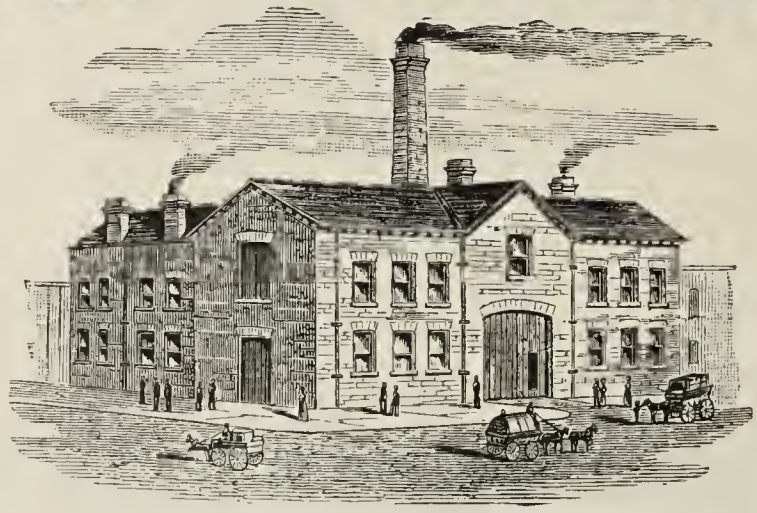
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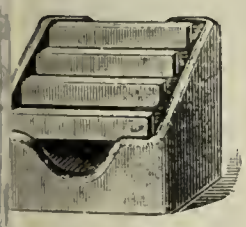
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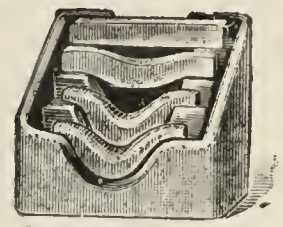


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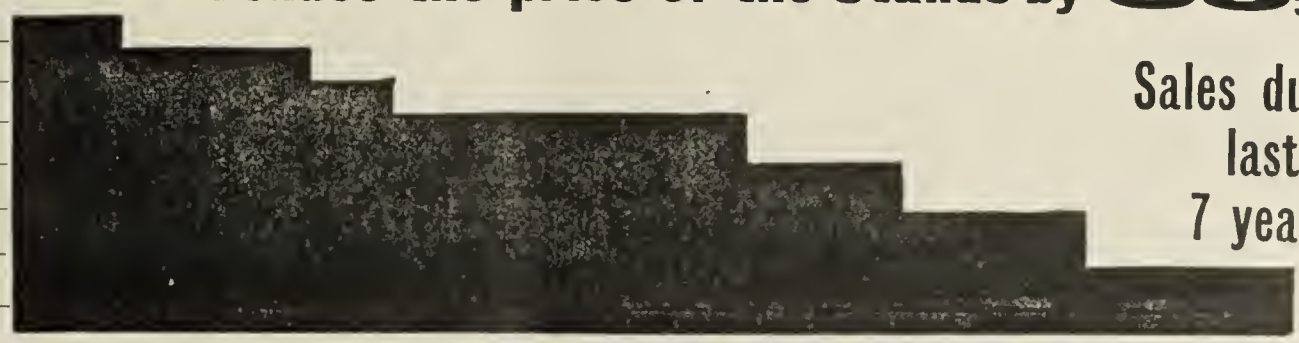


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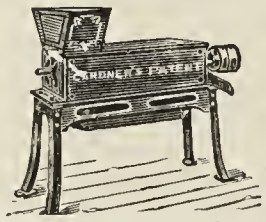
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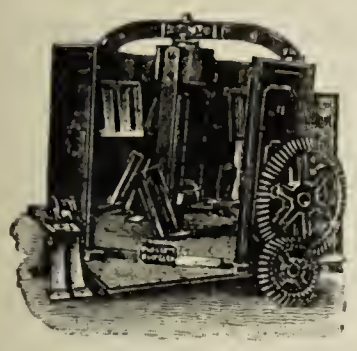
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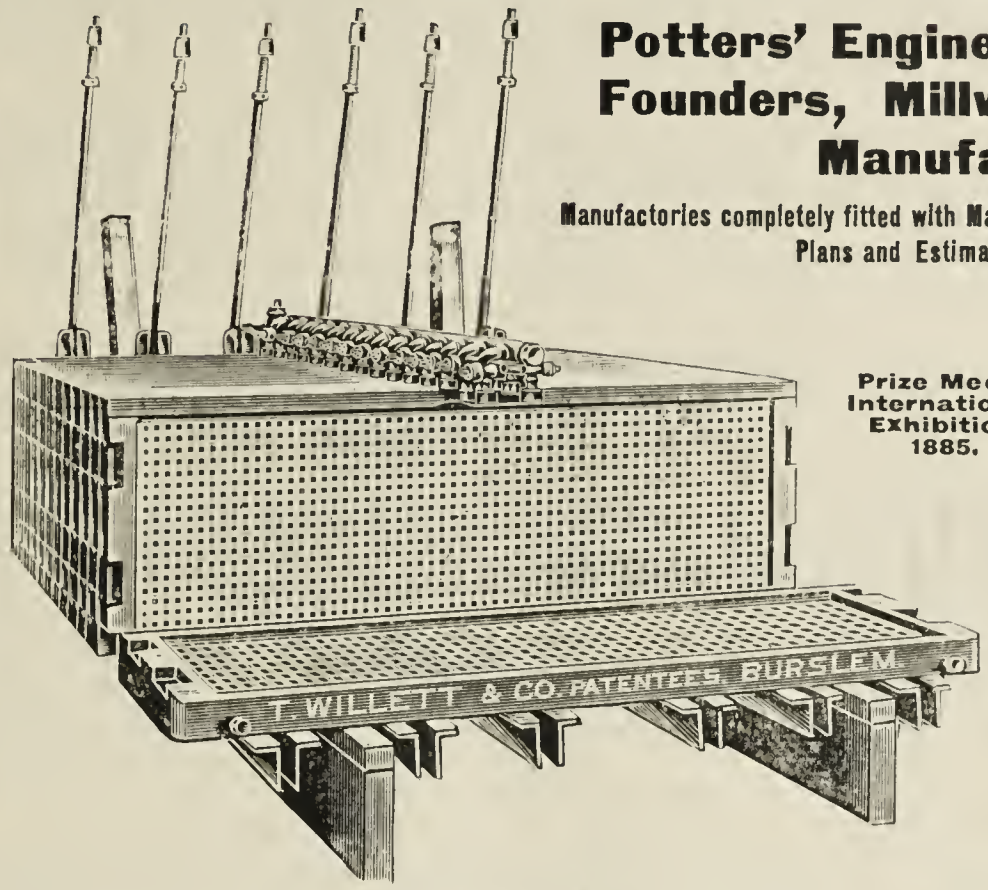
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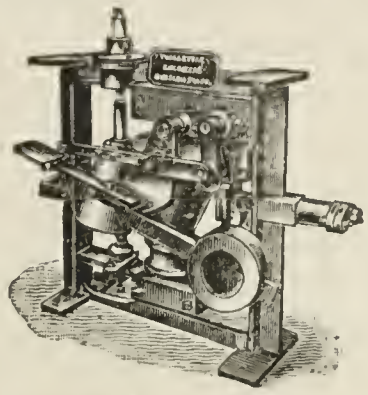


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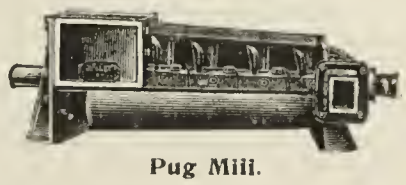


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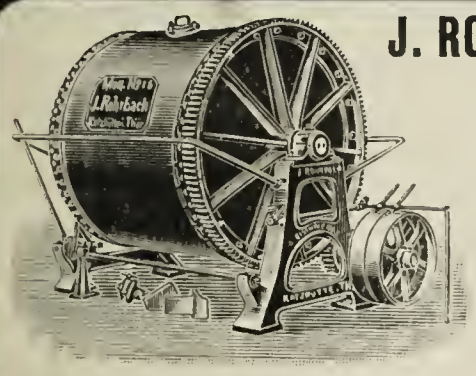


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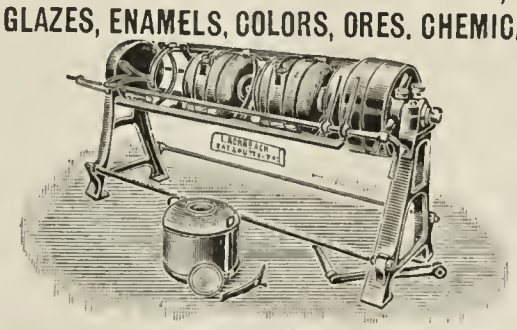
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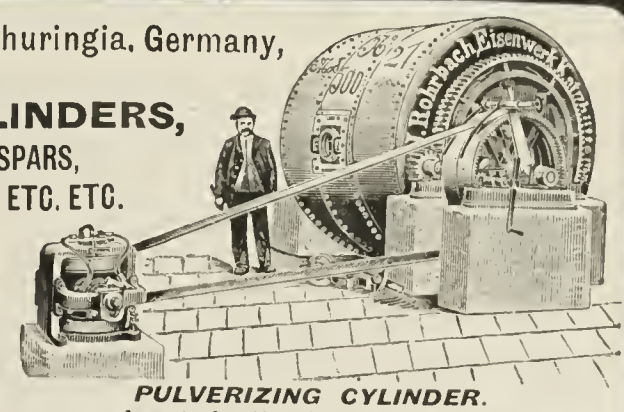
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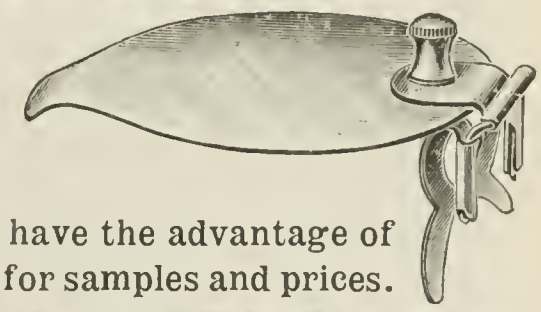
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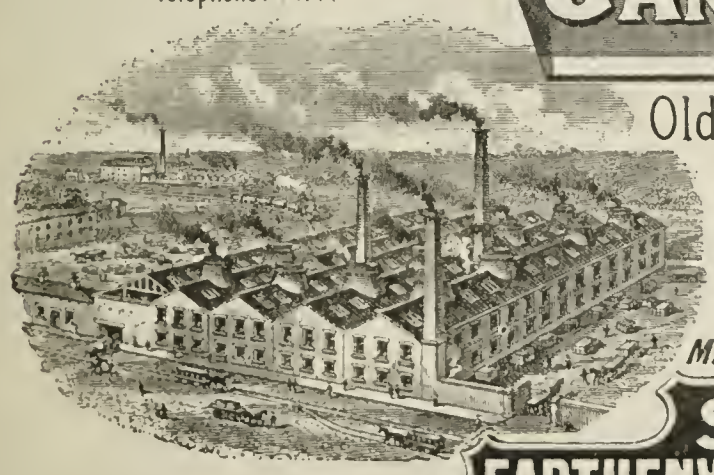
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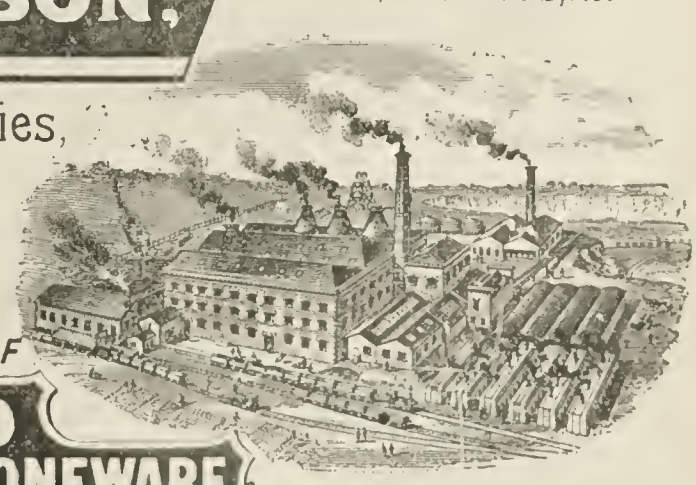
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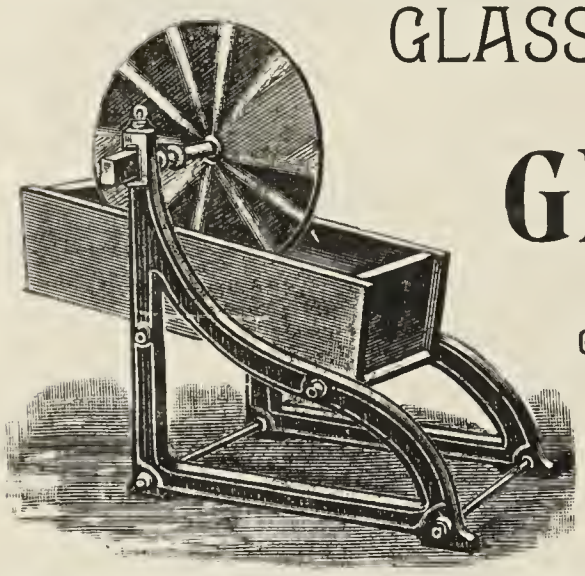
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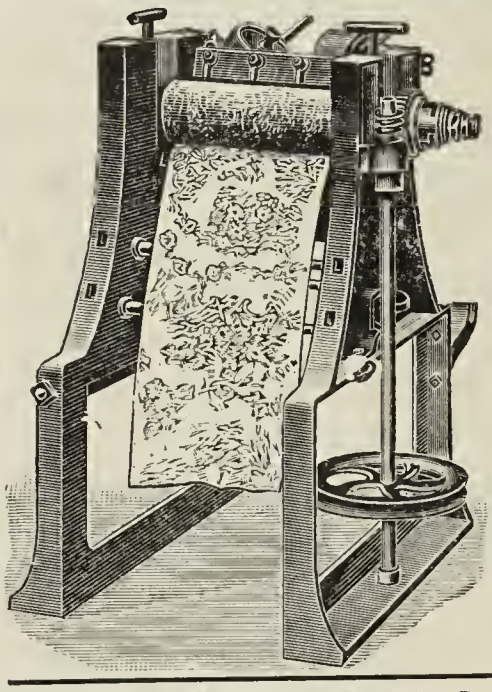
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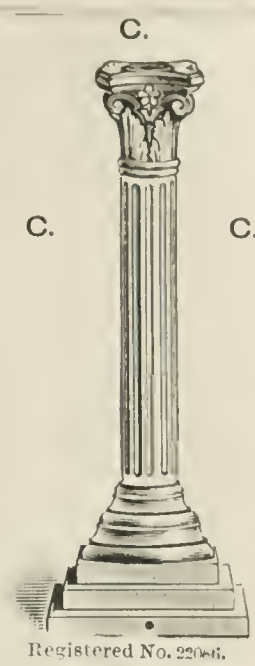
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Continued on page 128.

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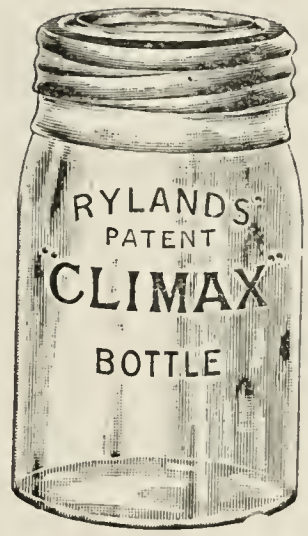
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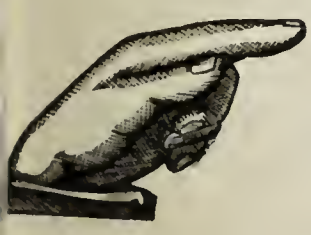
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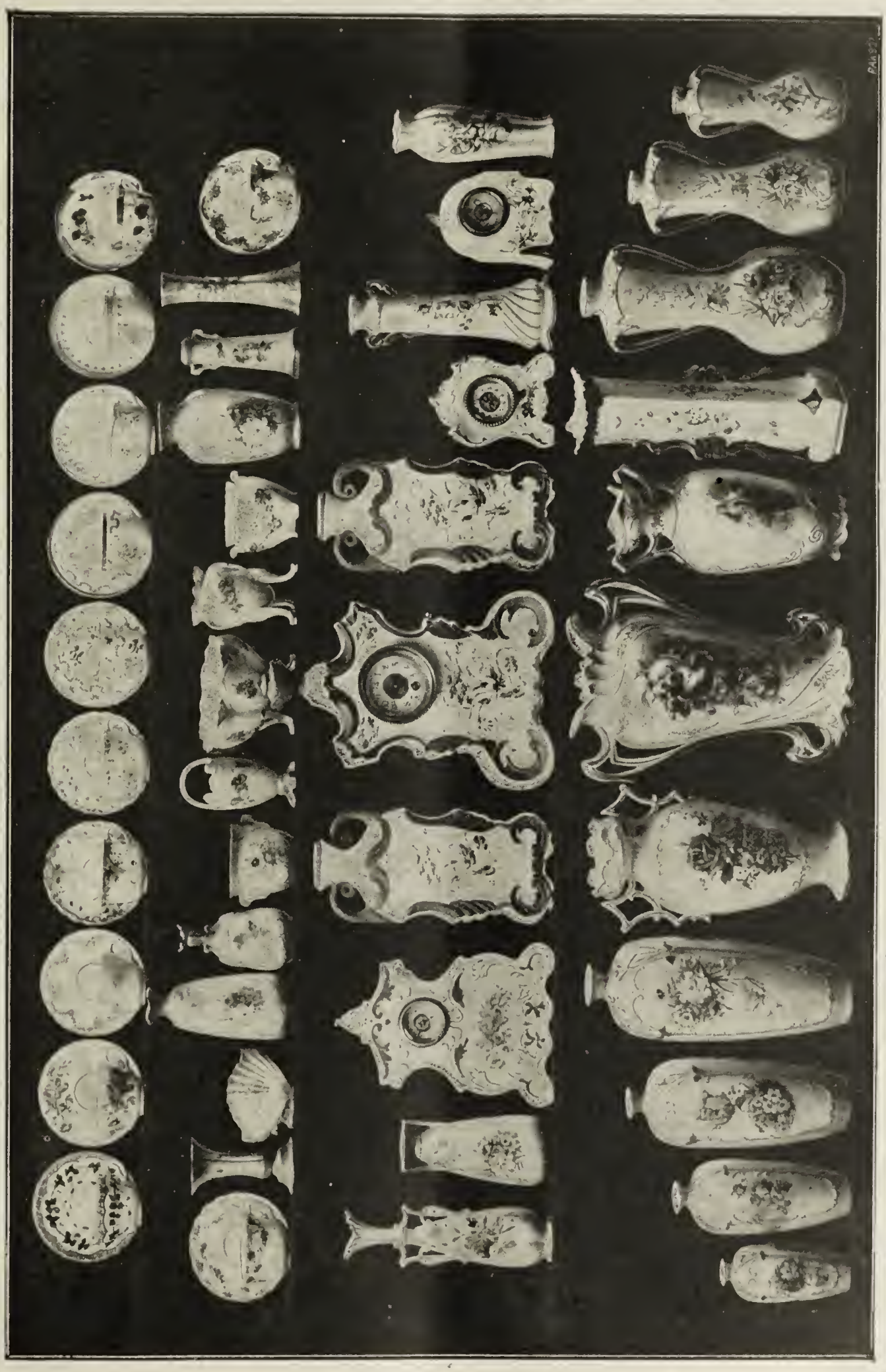
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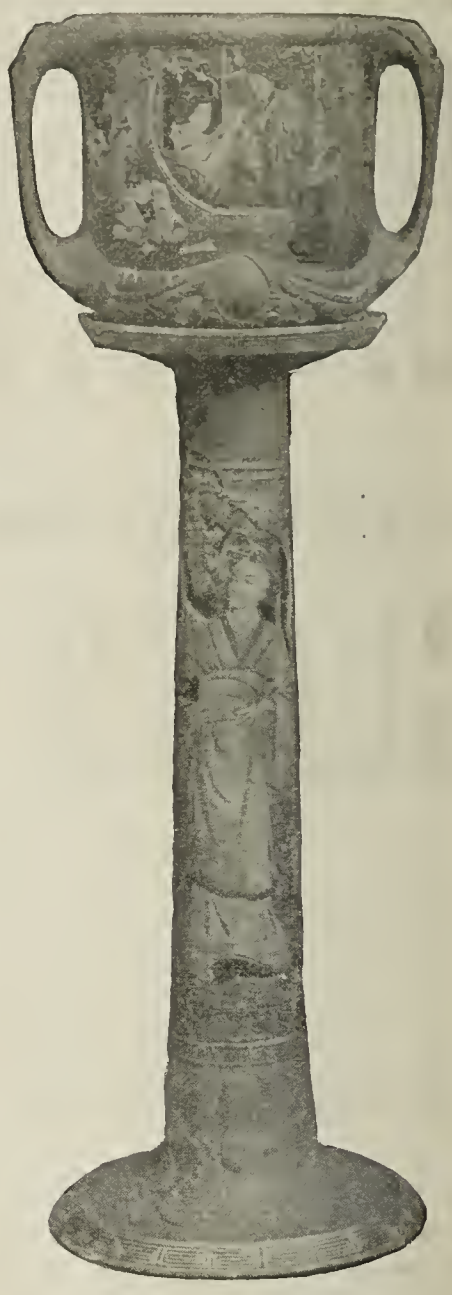
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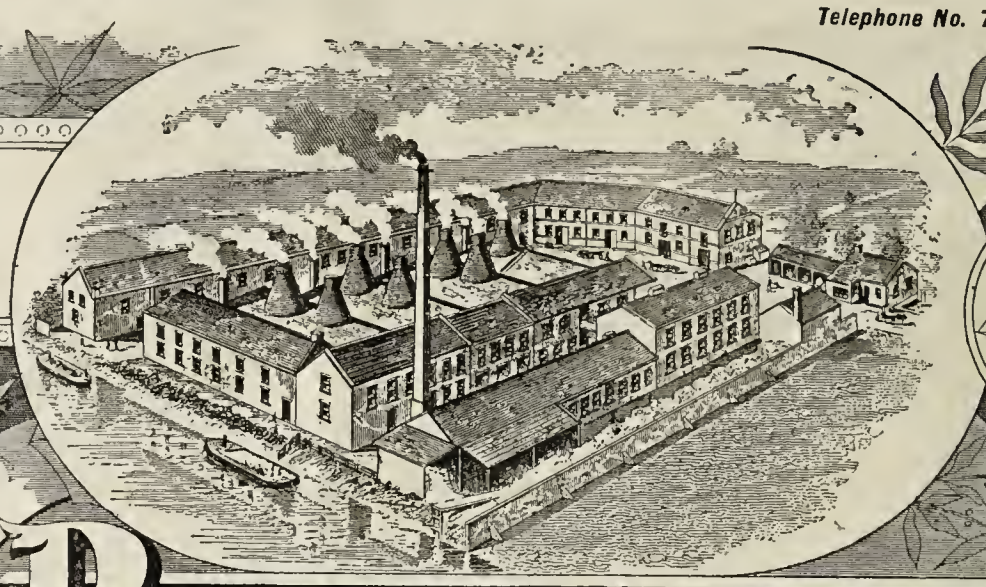
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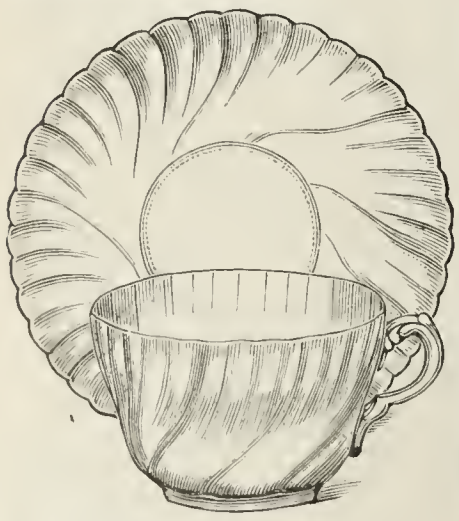
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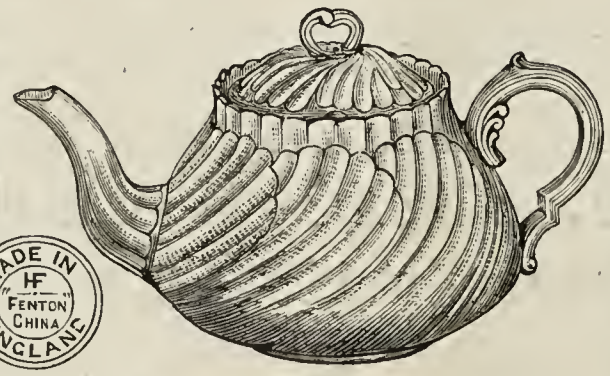
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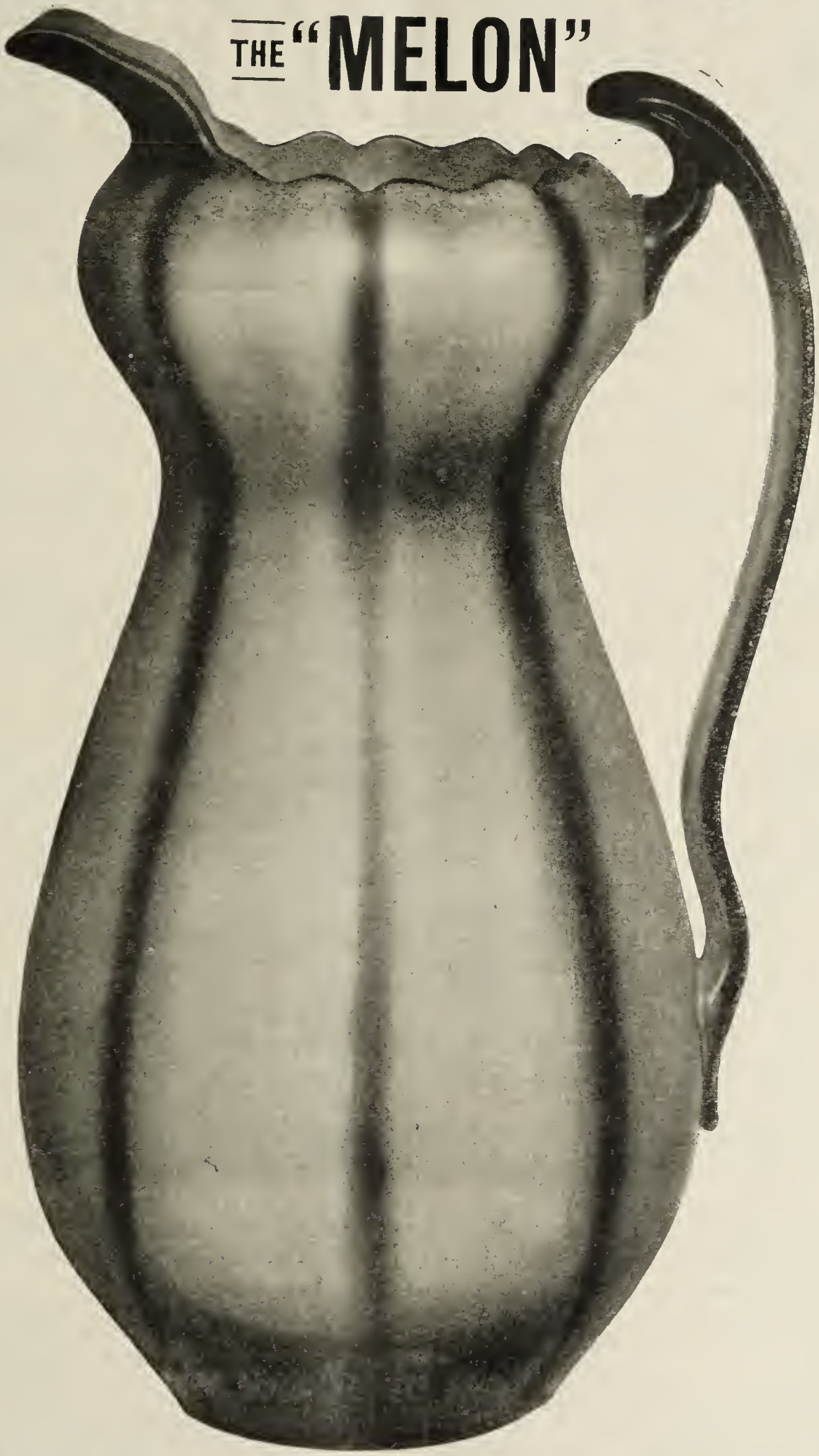
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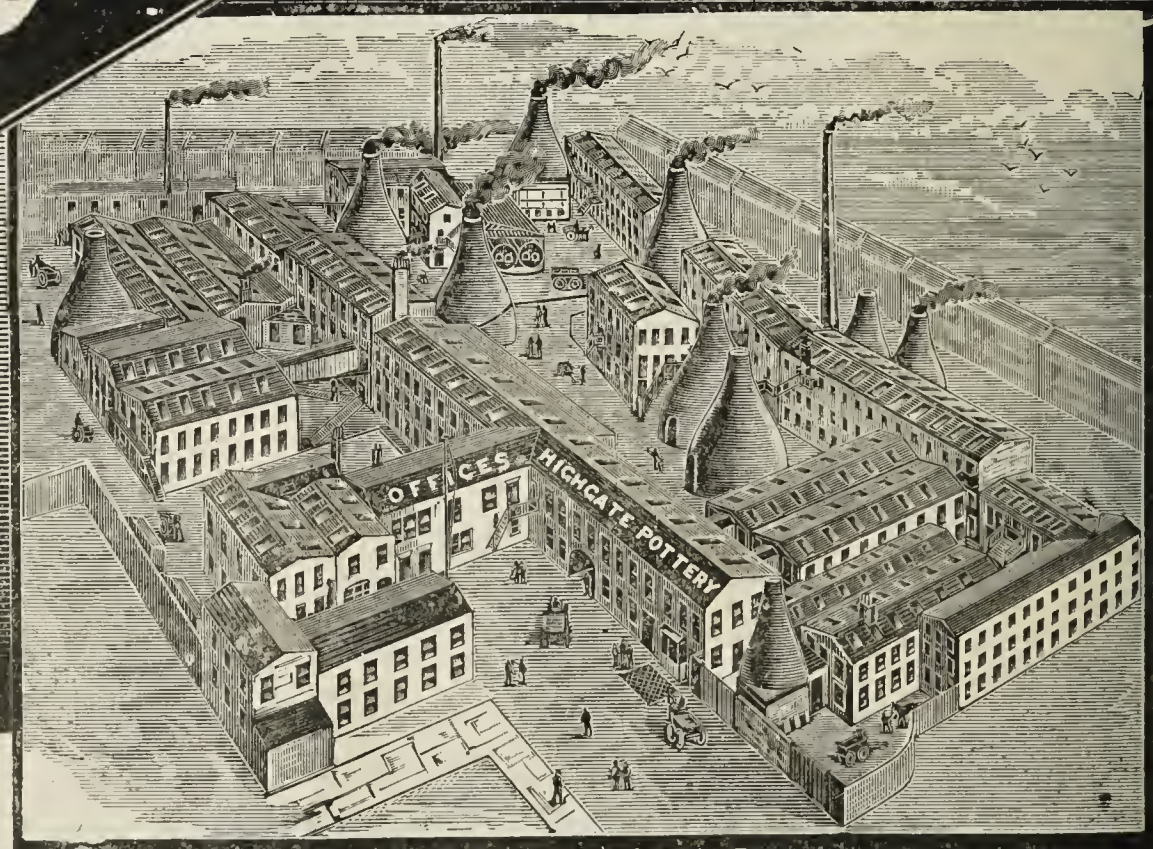
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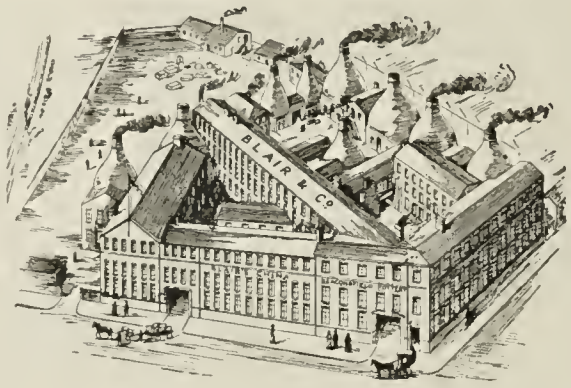
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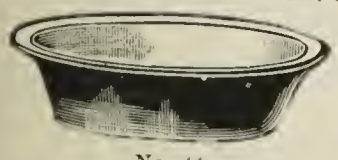

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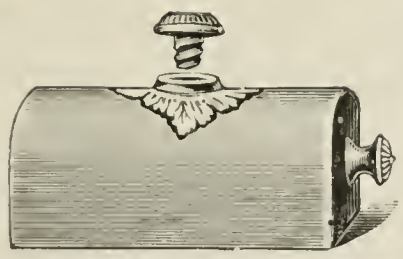


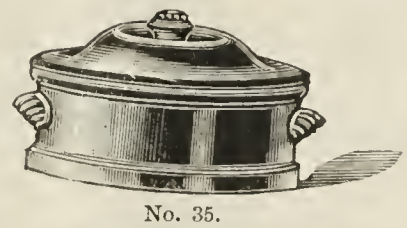
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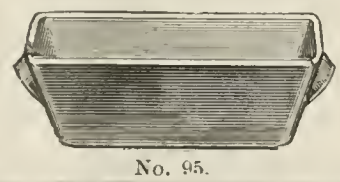

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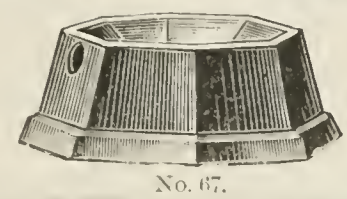

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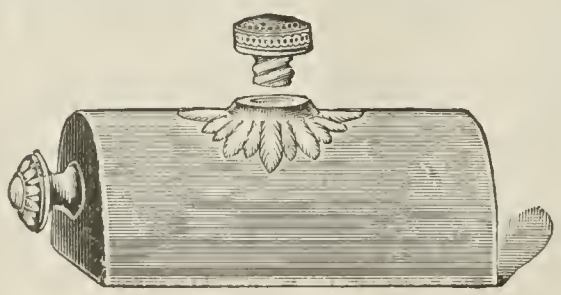
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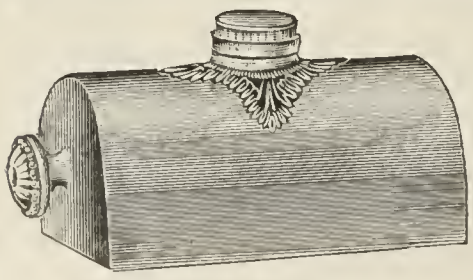
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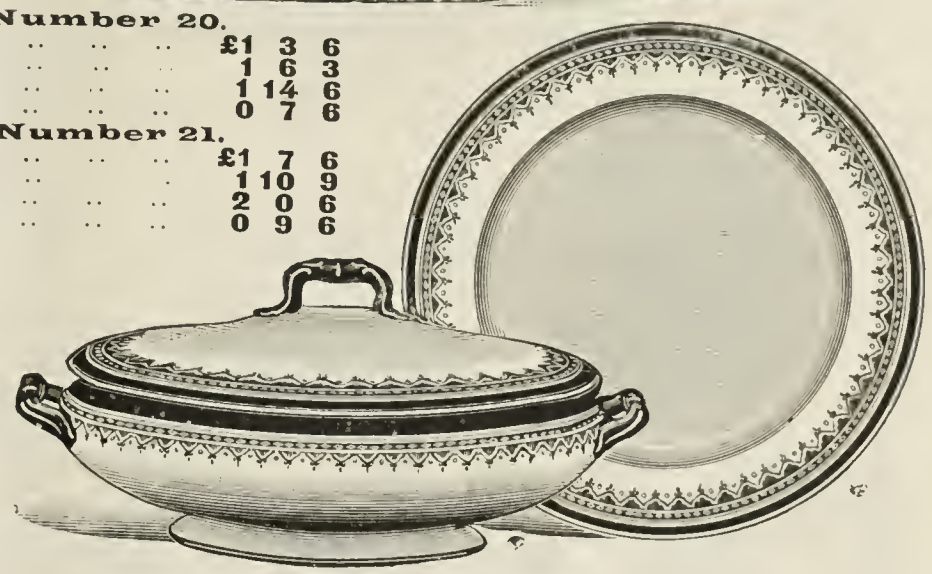
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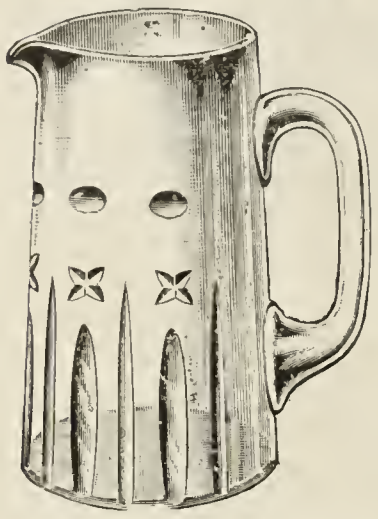
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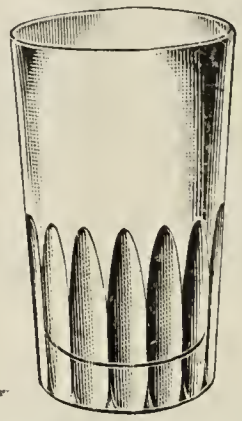


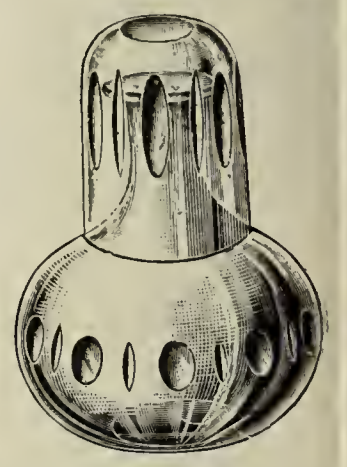
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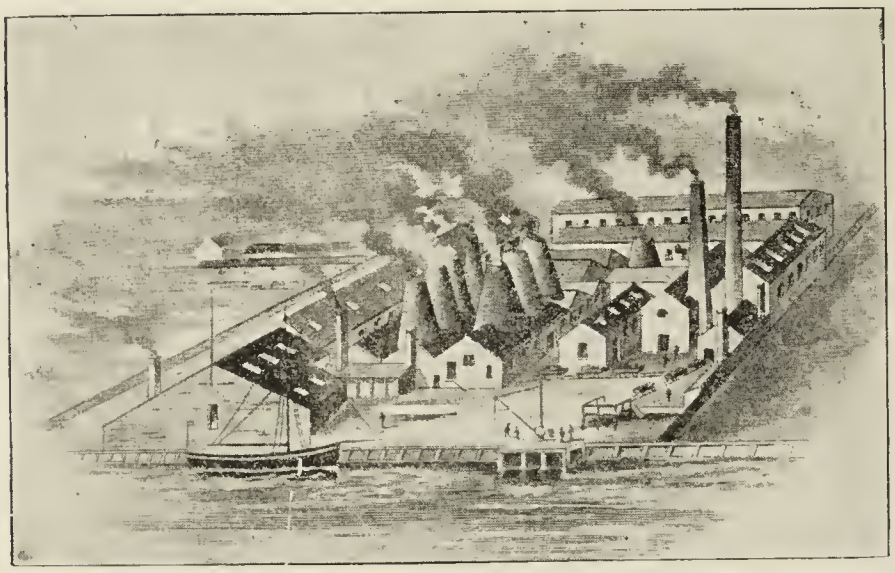
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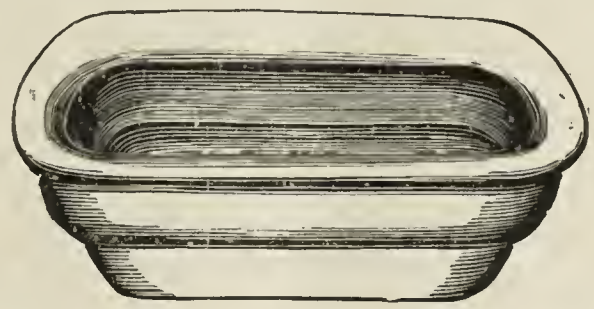
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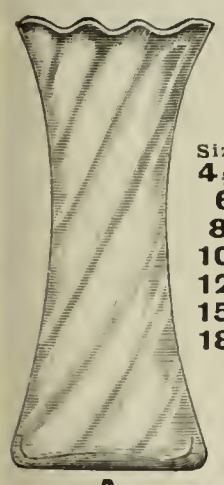
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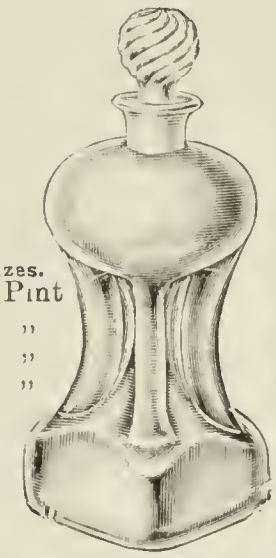
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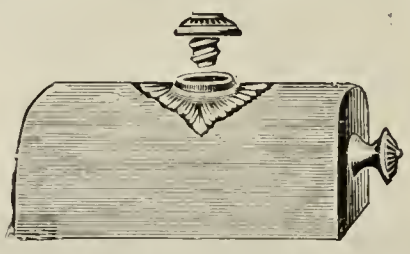
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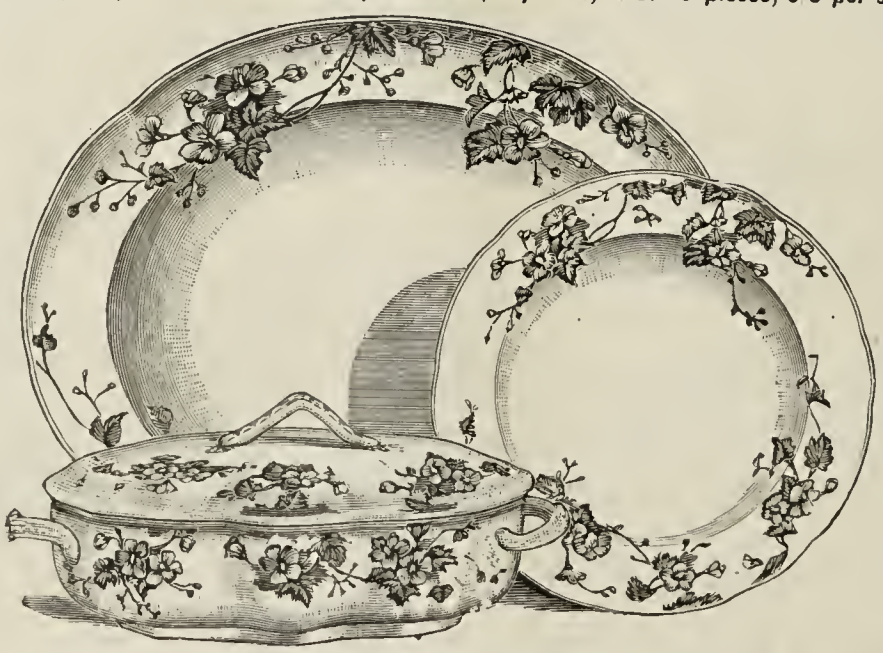


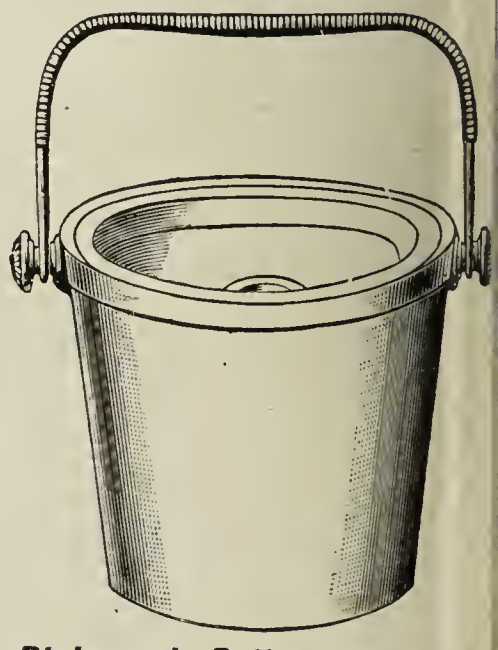


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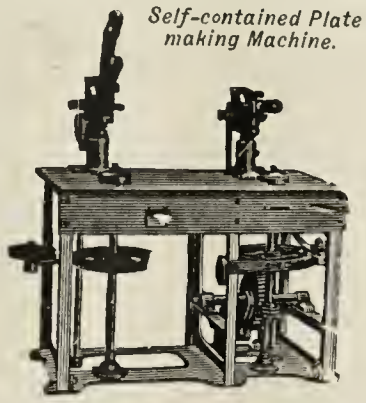
LATEST IMPROVED MACHINERY & DRYING STOVES
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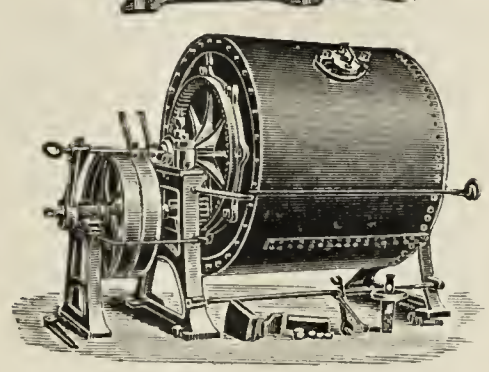
Highest Award for Potters' Machinery at International Inventions Exhibition, London, 1885.



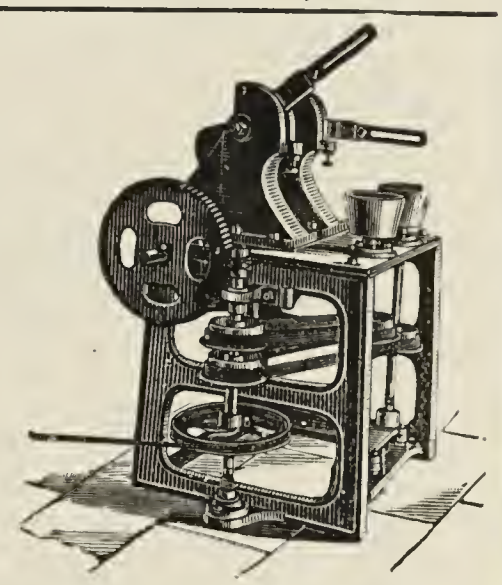
Patent Throwing Wheel.

Self-contained Plate making Machine.

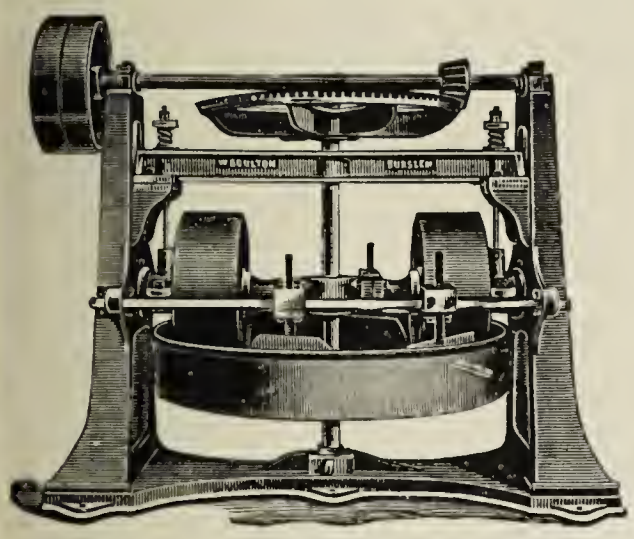




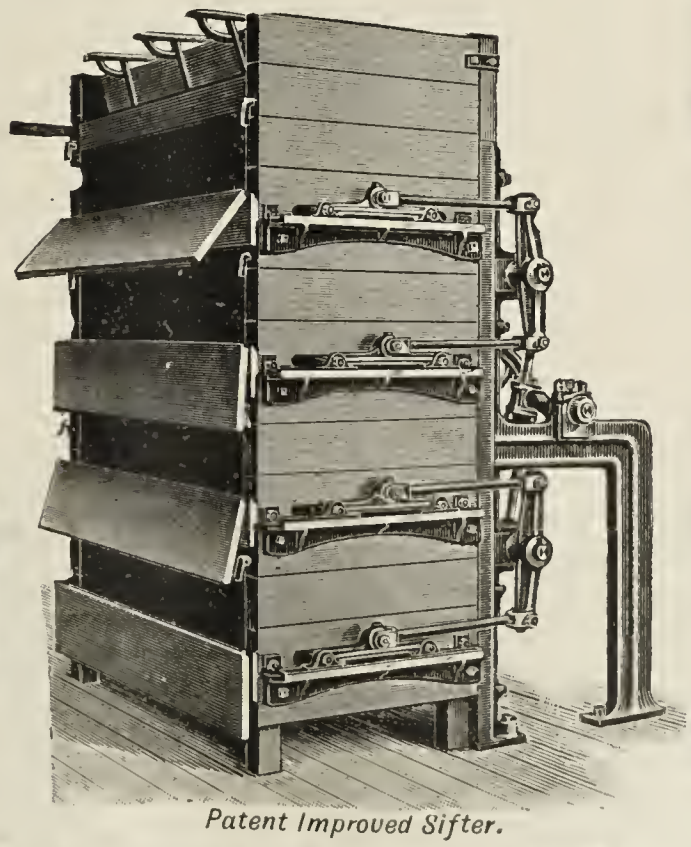
Pulverizing Cylinder.



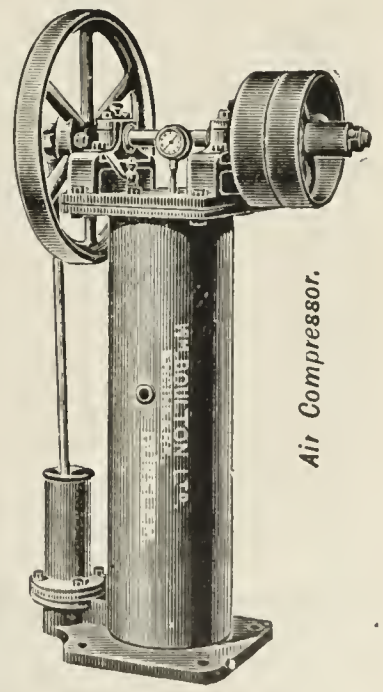
Alternate Automatic Double Jigger and Jolley.



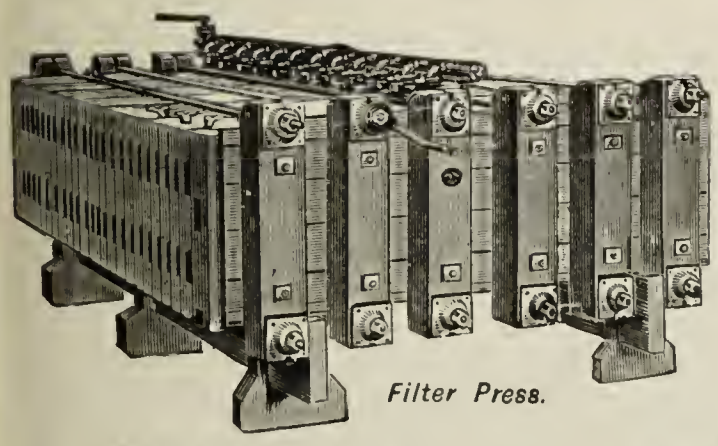
Pan and Edge Roller Mill.



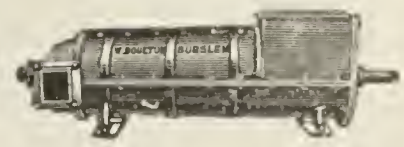
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THE MARCH SPECIAL ISSUE.—Advertisement Alterations and Copy should be in the hands of the Publishers not later than WEDNESDAY, FEBRUARY 21st.

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Our Enquiry Department

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This Department can be made use of ***only*** by Subscribers.

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Editorial Notes.

THE POTTERY BENEVOLENT ASSOCIATION.

THE annual general meeting of the Pottery and Glass Trades' Benevolent Institution was held on Tuesday, January 30. A full report of this meeting is given in the Supplement distributed with this issue.

A QUESTIONABLE PROCEEDING.

NOTWITHSTANDING all that has been said in Parliament, by Judges on the Bench, and in the Press about the evils of secret commissions, we are sorry to see that a firm unblushingly advertises its continuance of them. An advertisement in a daily paper reads: "A good commission will be paid to anyone who can influence Colonial or shipping orders for general earthenware. Apply at once," &c. The advertiser would doubtless urge that there is nothing dishonest in this method of buying orders. There is, at any rate, something very irregular. If principals only are appealed to, would it not have been more straightforward to have said, "Very favourable terms will be quoted for Colonial or shipping orders"? There is a covert implication that the advertiser wants to pay a third person a commission for inducing a customer to place an order with him that could not be obtained on the bonâ-fide merits of the goods themselves, and the prices charged for them. If he had advertised for an agent to obtain orders on commission, and the agent had offered his goods in the usual manner, no exception could have been taken to it. The buyer who was approached by a representative of the person offering the goods for sale would understand that he was dealing with a servant or representative of the vendor. But the advertisement reads very like an appeal to a servant or agent of the buyer, and no sophistry can defend the offer of a commission to him.

THE POTTERY TRADE STATISTICS FOR 1905.

ALTHOUGH the Board of Trade Returns which supply particulars of the trade and commerce of the United Kingdom for last year show such a large increase in the imports and exports of merchandise that the totals in each case create a record, and although, moreover, the proportion of exports of manufactured articles exported has increased, there is little indication of the pottery and glass trade having had any considerable share in this satisfactory course of trade. The exports of china and earthenware were valued at £2,097,517, being £8,807 below last year's figures, which, in turn, were slightly exceeded by those for 1903. The exports of earthenware alone show an increase, the falling off being shared in somewhat unequal proportions by the other sub-divisions. The chief countries which have imported less are Germany, the United States, Australia, New Zealand, and Canada. A very fair increase is to be noted in the exports to Brazil and the Argentine Republic. The total glass exports show a slight increase, shared by all varieties. The pottery imports (442,483 cwt., valued at £912,349) show an increase in weight, but have diminished in value by £45,624, the figures showing that the cheaper kinds of goods meet with most success in our markets. The imports of chinaware have decreased very considerably,

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,, ,, "IVORY, LONDON."

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WORCESTER CHINA.

FINE PORCELAINS,

Ornamental and Useful.

WORCESTER SEMI-PORCELAIN
AND . .
ROYAL WORCESTER VITREOUS
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both in weight and value. Earthenware imports show a substantial increase in both respects. For all other kinds there is recorded an increase in weight and a falling off in value. The glass imports are less in value than those of 1904 or 1903, but flint-glass and window-glass have both increased. On the whole the figures, though not very encouraging, might be much worse. We sincerely trust that the results for the present year will show a great improvement in all branches of these trades.

HARD CHINA.

(SPECIALLY CONTRIBUTED.)

HOW comes it that there is not in England a manufactory of hard paste china? It would not be easy to answer the question without entering into a long, and perhaps not very profitable, inquiry concerning the history and requirements of this very beautiful and commercially valuable ware. We have no wish to appear pessimistic or to cry through our pottery towns that the glory is departed from our bone china making districts. Yet is there a manufacturer of that most beautiful ware who does not feel in his heart a foreboding that he has before him a stormy, difficult, not to say impossible, future?

It is admitted on all hands that the soft paste or English porcelain is the most beautiful material in existence for tea, coffee, and dinner services. Its beauty is not denied by anyone, nevertheless we feel assured that in the future the sale of this ware will be more and more restricted, and that, whilst for high class and elaborately decorated ware it has a long and glorious future, for those articles where it comes into competition with the cheap German ware it cannot hold its own. This sense of danger has made many of the English manufacturers turn longingly to the idea of a duty upon imported china. How far this would help them in the home market is uncertain, but it is pellucidly clear that no help for our export trade is to be found in that direction. In foreign, and especially the American market, we must offer a better article at a lower price than our competitors, or retire from the trade.

Now the simple fact is—and there is no use blinking that fact—that hard china is better from the user's point of view than soft china; it is not merely that the soft china is somewhat dearer, but it has not the life of the hard china. Hard china, simply because it is harder, wears longer, is more difficult to break, keeps its decoration longer, and is at every point, except that of beauty, superior to its soft paste competitor. We do not believe there is any one in the trade, whatever may be his wishes, but acknowledges in his heart the facts to be as we state. The experience in the American market will, we believe, bear this out triumphantly.

What then must be done? We believe there is only one course open to the English maker, and that is to face the difficulty boldly and determine to overcome it. Hard china can be made of English materials we know, for we have seen it. Nor do we for a moment doubt that Staffordshire possesses men of such energy and intelligence that they will bring the experiments of the laboratory to the test of the warehouse and cost account, and come off triumphant. This may be expensive; but, if the china trade is to be maintained, it must be done, and the china manufacturers must join together to carry out experiments and determine on the best method of procedure, so as to benefit all concerned. To revolutionise a trade, to introduce a new material, to adopt new methods, to accustom the workmen to new ideas of treatment in manufacture, is always a difficult and serious undertaking, but it is necessary in this case.

We further think these difficulties have been somewhat magnified. It is asserted that the cost of production abroad, especially in Germany and Austria, is so low that English labour cannot compete; that remains to be seen. It has been proved conclusively in other branches of the ceramic trade that English labour is the cheapest in the market. Nothing is more common than to find Englishmen who have been a few months in some foreign factory shaking their heads and confessing with regret that they see no chance of England competing with the foreigner, but ask the same men after three or four years' experience, what do they say then? The glamour has worn off, the unskilfulness, slowness, ignorance of the workmen has come to light; the low rate of wages remains, but the rate of production is equally low; and men, who have been heard to speak enthusiastically of foreign workmen on a three months' experience, have been heard to speak just as disparagingly after three years. In spite of everything seeming to the contrary, we believe it will be found that the English artisan potter is the cheapest in the world, and he is undoubtedly far and away the best. We think then there is not much reason to fear results from the point of view of labour.

Where, then, is the great difficulty? Doubtless in method the body is quite different, and has to be discovered and brought to perfection; the method of treatment must be changed; the setting, firing, glazing must all be relearned, and here it behoves those concerned to walk carefully. What is to prevent our people taking a lesson from the practice of our Continental neighbours? Many an Englishman has been engaged to show the Continental potters how to produce their ware; indeed, there is scarcely a Continental pottery of note where Englishmen are not or have not been employed for this purpose.

Let the china makers take a lesson from this. There are, on the Continent, good men at the head of hard china works, one of whom would, we do not doubt, gladly accept a post as pioneer in this class of work in England. The first attempts would be necessarily slow and expensive, but we should be put at once on the right methods and saved much waste and loss in futile experiments. What is required is bold, united and prompt action. Will our manufacturers take it? It is their question, they must settle it.

[NOTE.—The above lines were written before the author read the statements of the various china manufacturers, made during the election; and although there was much diversity of opinion as to the remedy, there was none as to the fact that the china trade was seriously threatened and that the manufacturers must wake up.]

A Bankruptcy Retrospect.—According to the official figures just published, the number of receiving orders gazetted last year with respect to glass, china, and earthenware dealers in England and Wales was twenty, being two less than in the preceding year.

Rose-Red Glass.—The following is Pelonze's receipt for making rose-red glass from selenium. This glass is one of the easiest to make, selenium being a good colorant, and since it is now obtainable in a pure state, is certain in its results. Potassium and sodium selenate have been found to answer the purpose best. Either of these compounds is added to the metal before or after fusion, and when it has become thoroughly incorporated, it is reduced by the addition of arsenious acid, an arsenite or a sulphite. Zinc dust, however, has been found to effect the reduction perfectly, and, besides, presents advantages on the score of economy. The quantity of selenium usually sufficient to produce a rich red-rose colouration is from 2 to 3 per cent. The ordinary flint batch, with or without lead, will give satisfactory results.

THO'S WEBB & SONS LIMITED

Dennis Glass Works, Stourbridge

English HAND-MADE GLASS





LONDON SHOW ROOMS
15 CHARTERHOUSE ST. HOLBORN.

TELEGRAMS { MILNES CASSOCK STOURBRIDGE LONDON. ESTABLISHED 1837 TELEPHONE { LONDON No 811 HOLBORN WORKS 0195 STOURBRIDGE

ADAMS.

Established A.D. 1657 by JOHN ADAMS, at the Brickhouse Potteries, Burslem.

Proprietors:
William Adams.
William Adams, Jun.
A. G. Alcock.
Percy W. L. Adams.

William Adams & Co.,

POTTERS.

Greenfield and Greengates Manufactories,

TUNSTALL, STAFFORDSHIRE.

(Potters to His Majesty's Government).

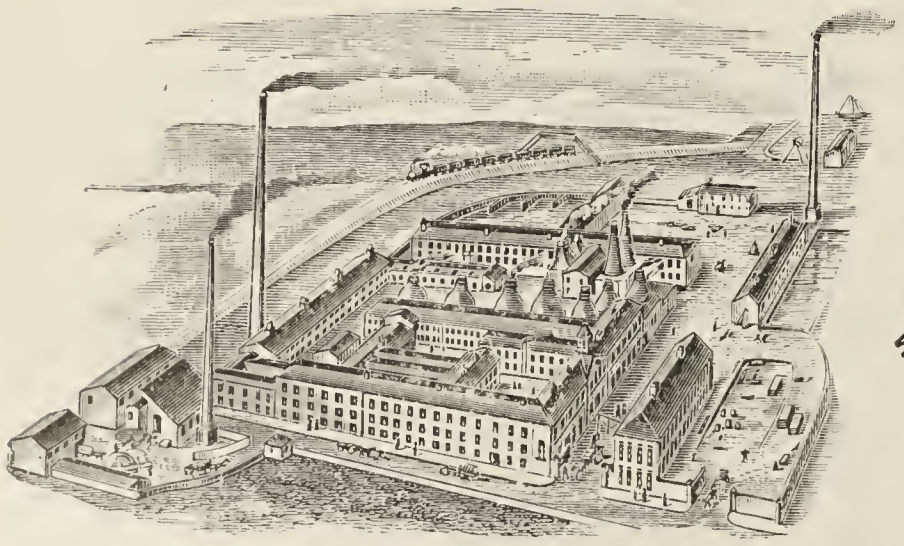
ADAMS
ESTBD 1657
TUNSTALL
ENGLAND

JASPER
TRADE MARK

Makers of WHITE GRANITE, HIGH CLASS PLAIN and DECORATED SEMI-PORCELAINE; also MEDIUM BODIES, UNDERGLAZE-PAINTED, SPONGED, BAND AND LINE, CREAM COLOUR, SANITARY AND TILES AND EARTHENWARE of every description, suitable for the Home, Foreign, and Colonial Markets.

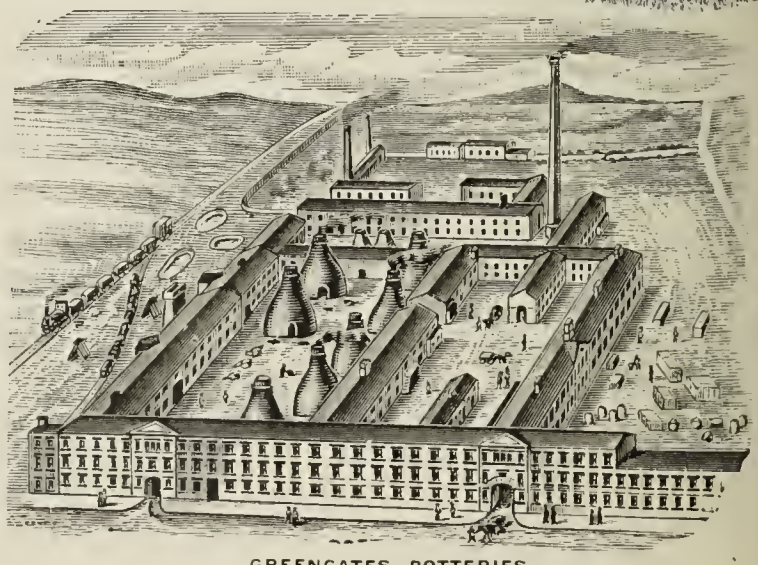
SPECIALITIES:—Badged Ware for Public Institutions, Restaurants, &c. Reproducers of the original Adams Jaspers, made by WILLIAM ADAMS, at his Greengates Potteries (1745-1805); also Imperial Stoneware Bodies in Useful and Ornamental Articles.

REGISTERED TRADE MARK



GREENFIELD POTTERIES.

CROWN SEMI-PORCELAIN W. ADAMS & CO. ENGLAND.



GREENGATES POTTERIES.
Established by William Adams, 1787.

Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

GLASS TEAPOTS.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—I see only to-day, in your issue of December 1, 1905, your remark about "Glass Teapots" being used in the United States. One sentence of said remark struck me, and this is: ". . . nor are we told how thick the glass must be to prevent it fracturing when hot water is poured in." Now, Sirs, let me tell you that the more thick will the glass be, the more readily will it break when hot water is poured in, for the reason that glass being a very bad conductor of caloric, the expansion of the material will take place at the exact place that is submitted to heat and if it is thick the outer side of the pot will not expand as fast as the inner, hence it will break, since glass is devoid of enough elasticity to compensate its non-conductibility. While a teapot—or any other piece for that matter—rather thin all over will not be affected in the least by pouring hot water in it, provided one takes care to slightly heat it up before making one's tea. Please excuse my deficiency in the English language.—Yours, &c.,

Givors (France), Jan. 10. VALLIN & CIE.

A NEW DINNERWARE SCALE.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS.—In your issue of the current month your correspondent "Retailer" says: "The sooner the old method of quoting the rate for the 10 in. plate is restored the better." He and such other dealers have the power in their own hands. Let them send in their orders on the scale of 10 in., and let them receive quotations only on the scale of 10 in., and let them treat all quotations as understood to be on the scale of 10 in. unless specially stated to be as on the 8 in. Only in fairness to the manufacturers it would be only right they should have a slip printed and attach the same to all future correspondence that quotations for the 10 in. plate only will be recognised. And, truth to tell, 99 per cent. of the makers would be only too glad to return to the old order of things.—Yours, &c.,

Jan. 12, 1906. CAM.

THE CHINA AND GLASS DEALERS' ASSOCIATION.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—The enclosed speaks for itself. It seems they have the same trouble there as here. What will be the outcome? If the trade do not close their ranks and fight shoulder to shoulder the result will be far worse than the present election, for if we fall, we fall like Lucifer, "never to hope again." If the trade is supine in this matter, if they do not care a "tinker's curse," and not bother in the matter, then, sirs, you can write "Ichabod" over the lintel of every glass and china shop in Merrie (?) England and the Colonies.—Yours, &c.,

DECIMUS MARSH.

The letter Mr. Marsh encloses is from a Tasmanian firm, and runs as follows:—"I have read with much pleasure the account of the formation of an association for the china and glass dealers in the POTTERY GAZETTE, and I trust it may prove successful. Our firm is the oldest in Tasmania, being established in 1859, and my father is just upon the eve of retiring through feeble health, and my brother will carry it on. The business has to contend with a good deal of unbusinesslike methods, and chiefly the practice of so-called wholesale firms allowing small lots to be sold by their commercial travellers; e.g., one firm sends a man round every Monday to each hotel canvassing for orders, and are ready to take an order for half a dozen tumblers."

ARE THE POTTERIES DECLINING?

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—Having recently perused the Board of Trade and other statistics concerning the china and earthenware trade for the year 1905, it occurred to me that an approximate list of firms which have become extinct during the last ten years would interest your readers. These firms include:—

Messrs. Brownfield, Cobridge.
The Old Hall Pottery Co., Hanley.
Messrs. Alfred Fenton & Sons, Hanley.
Messrs. U. Thomas & Co., Hanley.
Messrs. R. Hammersley & Sons, Burslem.
Messrs. Mellor, Taylor & Co., Burslem.
Messrs. Wood & Barker, Burslem.
Messrs. Salt Bros., Tunstall.
Messrs. Pitcairns, Ltd., Tunstall.
Messrs. John Edwards, Fenton.
Messrs. Moore Bros., Longton.
Messrs. Grove & Prowse, Longton.
Messrs. Brough & Jones, Stoke-on-Trent.
Messrs. W. & R. Meigh, Stoke-on-Trent.

These and numerous less pretentious firms have ceased to exist, for various reasons, but the fact still remains that in their day and generation they have done their quota towards building up this important though much-maligned district.

The extinction of these firms has necessarily caused a considerable number of ovens to stand idle, and this, coupled with the fact that there are nearly forty factories "void" in the Potteries area at the present time, has naturally given rise to certain rumours to the effect that our staple trade is declining in the Staffordshire Potteries; but when we take into account the number of new factories, enlargements to old ones, and the additional facilities for increasing production, there is no manner of doubt that we are in a better position to-day (as regards supply) than ever before, and it is satisfactory to note that there is a distinct improvement in our trade—an improvement which promises to be more or less permanent. I suppose that depression in the home trade, foreign competition, and Government requirements has had something to do with the extinction of some of the firms mentioned above, but I suggest that the chief cause of the stagnation we have experienced during the last few years is "lack of enterprise at the selling end." There are nearly three hundred factories in the Potteries, and more than half of these are doing business in the home trade only. This means that there are too many salesmen or travellers on the home ground, and too few in the foreign and Colonial markets. We have seen many really valuable hints and suggestions in the POTTERY GAZETTE from time to time respecting likely markets abroad, but for reasons best known to themselves the majority of our master potters seem to fight shy of these practically unknown markets, whilst the Germans and Americans are exploring every part of the civilised world.

It is an acknowledged fact that we have nothing to fear as regards quality, and again I say that what we want is more energetic representation in the foreign and Colonial markets.—Yours, &c.,

Jan. 25. W. T.

C. T. MALING & SONS,

TRADE MARK C T M ESTAB^D-1762.

Ford Potteries, NEWCASTLE-ON-TYNE.

EARTHENWARE MANUFACTURERS

FOR HOME AND EXPORT TRADE.

DINNER, TEA, DESSERT & TOILET SERVICES &C., IN EVERY VARIETY OF DECORATION.

☛ ***ORIGINAL CHROMO-LITHO DESIGNS A SPECIALITY.*** ☚



HOSPITAL AND INVALID REQUISITES.
DRUGGIST SUNDRIES.
SANITARY WARE.
PHOTOGRAPHIC TRAYS AND TROUGHS.
DAIRY REQUISITES.
POROUS CELLS.
ELECTRICAL FITTINGS.
MEASURE MUGS AND JUGS.
CONFECTIONERS' JARS.
EXTRACT OF MEAT JARS.
WHITE JARS OF EVERY DESCRIPTION.

Careful Attention Given to Customers' Own Specialities.



WATER GROUND FLINT OF THE FINEST QUALITY.

SPECIAL PRICE LISTS ON APPLICATION WITH TRADE CARD.

LONDON - - Sample Rooms, 20, Bartlett's Buildings, HOLBORN CIRCUS. **Agent: G. G. MACWILLIAM.**
SCOTLAND. - ,, 51, Buchanan Street, GLASGOW. ,, **J. DUNLOP.**

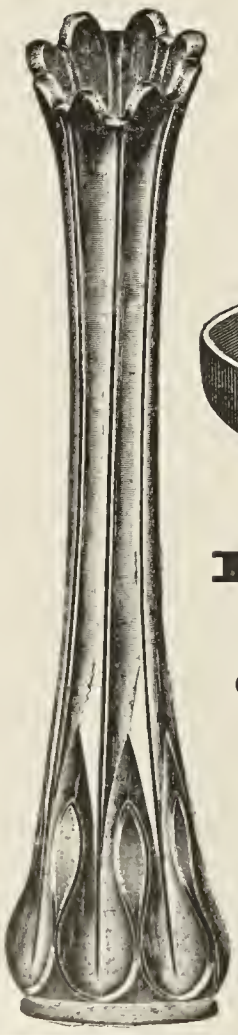
EXCEPTIONALLY FAVOURABLE SHIPPING FACILITIES TO ALL PARTS.

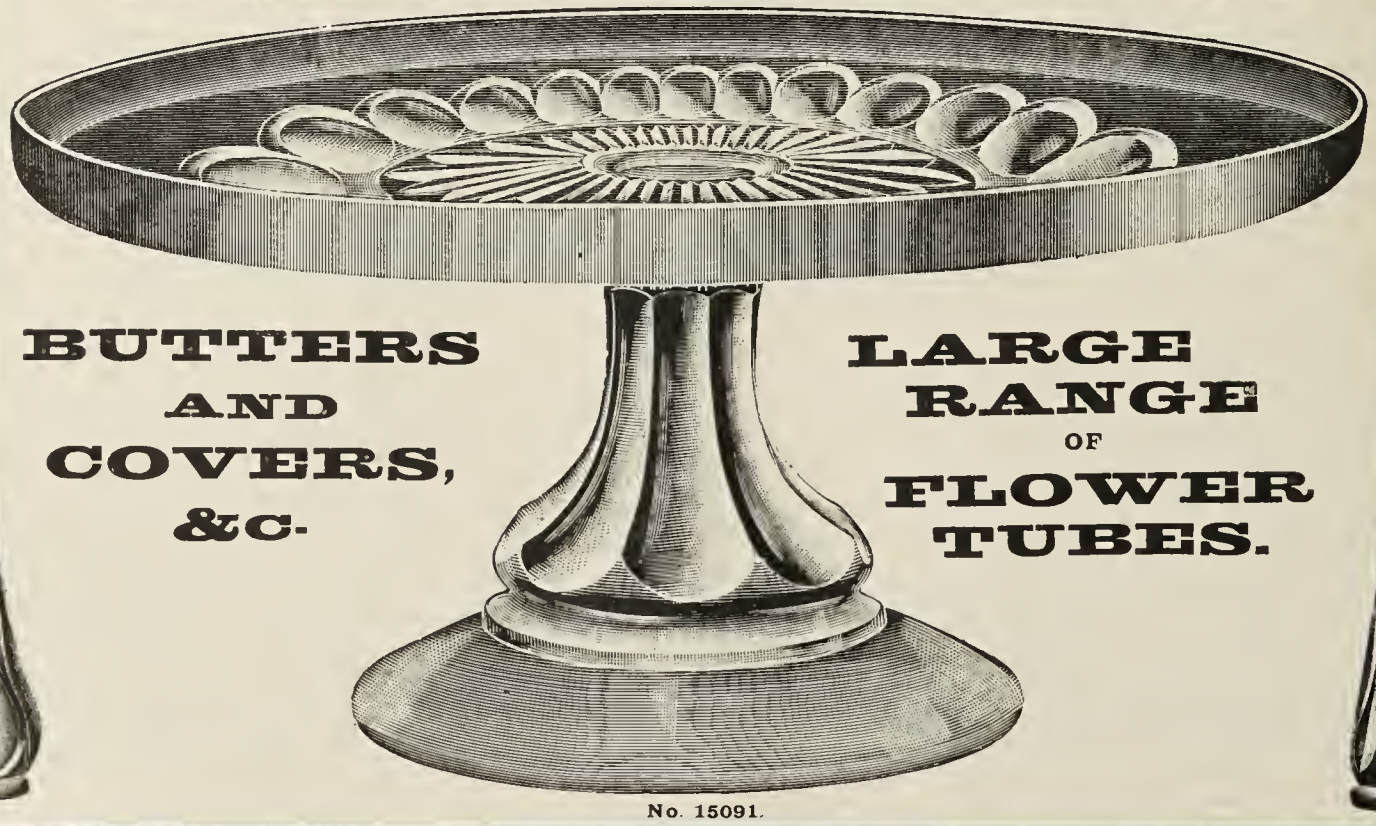
United States Glass Co.,

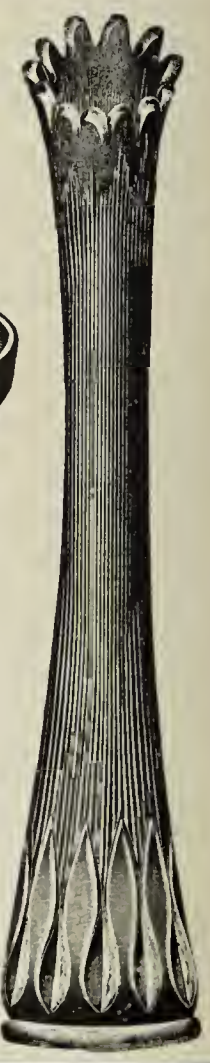
55, Farringdon Street, Holborn Viaduct, London.

Manufacturers of FINE PRESSED GLASS.

OVAL, ROUND, & OBLONG DISHES. SALVERS. FOOTED FRUIT BOWLS. OIL BOTTLES PEPPERS CASTOR SUGAR SIFTERS







BUTTERS AND COVERS, &C.

LARGE RANGE OF FLOWER TUBES.

No. 15091.

ANSWERS TO CORRESPONDENTS.

Assistant.—You will find the information you ask for in our Diary for this year.

An Old Hand.—You are quite right. The conditions of trading have altered considerably since then.

L. B.—You cannot sell goods by auction without a licence. You can make all the arrangements yourself, and engage an auctioneer to sell.

Politics and Trade.—The subject is outside our province as a trade organ. The "Staffordshire Sentinel" gives full and impartial publicity to both views.

Perplexed.—The exhibitions referred to were none the less interesting because they were promoted for political purposes. We would rather not publish your letter.

Beginner should secure a lease of the shop before commencing to "work up" a connection. If he remains a quarterly tenant he is improving the value of the shop for the landlord's benefit.

J. T. L.—You are in bad hands. No firm of manufacturers whose name is in our advertising pages would act in the way described, and we are satisfied that the majority of manufacturers whose names are not there are too honest to do so.

Margate.—In answer to your inquiry of the 21st ult., we have frequently given "suggestions to dealers," but do not remember any special suggestion as to shop fixtures or the selection of stock. Indeed, both these depend entirely on the situation of the business and on the class of trade catered for. For a high-class trade the fittings should be of the best, with many closed plate-glass cases, and with silvered glass on the stands for many of the pieces. For even a medium and cheaper class trade the shop should be neatly and conveniently fitted, but the accessories need not be expensive. Even cheap goods look better and sell better by being nicely shown. As to the selection of stock, that must altogether depend on the class of trade aimed at. If you propose catering for seaside visitors, with a shop on the front, you will need a very different stock to what you will require for a shop intended to depend on supplying residents with ordinary household requisites. If you are in the trade you should tell some of your manufacturers what kind of a shop you intend running and where, and they will advise you as to what will suit your purpose.

THE FRAGILE CLUB.

THE annual general meeting of the members of the Fragile Club was held at the Holborn Viaduct Hotel, E.C., on Thursday, January 18, when there was a large attendance.

The audited accounts having been presented, the President (Mr. Joseph Lockett) gave a *résumé* of the events of the Club during the past year, and expressed the great regret felt by the members at the retirement of Mr. Frank E. Spiers from the office of Hon. Secretary. On behalf of the Committee he presented to Mr. Spiers a beautifully illuminated address which read as follows :—

THE FRAGILE CLUB,
(*Founded 4th February*, 1881.)

To FRANK E. SPIERS, Esquire.

MY DEAR SIR,—

Upon your retirement from the office of Honorary Secretary the Committee desire to express their deep sense of indebtedness and high appreciation of the valued services you have rendered to the Club.

As one of the Founders and Honorary Secretary since July, 1893, you have, by your untiring energy and organising ability, greatly contributed to the success of the Club and the enjoyment of the members.

While sincerely regretting the loss of your services, the Committee trust that in the office of Honorary Treasurer, which you have consented to retain, they may long continue to have the advantage of your advice combined with the pleasure of your genial friendship.

On behalf of the Committee,
Yours very sincerely,
(Signed) JOSEPH LOCKETT,
18th January, 1906. President.

A handsome presentation was also made to Mr. Spiers on behalf of the members of the Club.

Mr. Spiers expressed his sincere appreciation of the kind feeling which had prompted such generous recognition of his services and referred to his happy association with the Club since its foundation. Although retiring from the office of Hon. Secretary, he would always continue to take a warm interest in the welfare of the Club.

On the motion of Mr. J. B. Rowley, seconded by Mr. J. H. Hart, a cordial vote of thanks was passed to the retiring President, Mr. Joseph Lockett, both speakers paying tribute to the energetic interest he had taken in promoting its objects and the great success which had marked his term of office.

Mr. Lockett, having thanked the members for their kind appreciation of his services, expressed the pleasure it had given him to serve as their President. He moved the election of officers for the ensuing year as follows :—President, Mr. C. J. Dale; Hon. Treasurer, Mr. Frank E. Spiers; Hon. Auditor, Mr. J. B. Rowley; Hon. Secretary, Mr. Algernon J. Prickett, all of whom briefly acknowledged the compliment paid by their unanimous election to the respective offices.

The business of the meeting having terminated, a most enjoyable smoking concert, to which several members contributed, took place, the proceedings throughout the evening being marked by much enthusiasm.

Earthenware and China are among the imports of Santos, Brazil, which H.M. Consul classified as having been formerly chiefly British, but now shared by other countries. In fact, the import from Germany is now double that of the United Kingdom. Our Consul remarks "that other countries should be allowed to take and keep the lead almost undisputed in manufactures such as glass, and particularly in china . . . seems to show that there is something fundamentally wrong. The cause, I believe, lies in not sending the right kind of manufactures to these markets. What are sent are too good, i.e., too big, too expensive, too heavy or unwieldy. In fact, too little attention is paid to tastes and fancies, and so others, who will take infinite pains to please in order to secure a market, take our place. The South American markets are peculiar. What is wanted is something cheap and showy; it does not matter so much if it does not last; in fact, that is a positive recommendation in some cases. The British manufacturer insists on his own pattern, his own colours, weights and measures, and thus loses customers. If there is a market for lower-class goods, why not cater for it? . . . A cheap, showy article will always be preferred to expensive solidity. . . It has been suggested to me that a series of exhibitions should be held in the United Kingdom of the articles with which our manufacturers have to face the fiercest competition. These samples should be bought at different towns along the coast, and exhibited in the United Kingdom."

"BURLEIGH" BURSLEM

Burleigh Toilet = = =
Burleigh Dinner Sets.
Burleigh Fancy Goods.

"GOOD GOODS"

ensure quick sales and satisfactory profits.

See our ***SPRING DISPLAY*** *and judge for yourselves.*

BURGESS & LEIGH,
MIDDLEPORT POTTERY,
BURSLEM.

REPRESENTATIVES:—

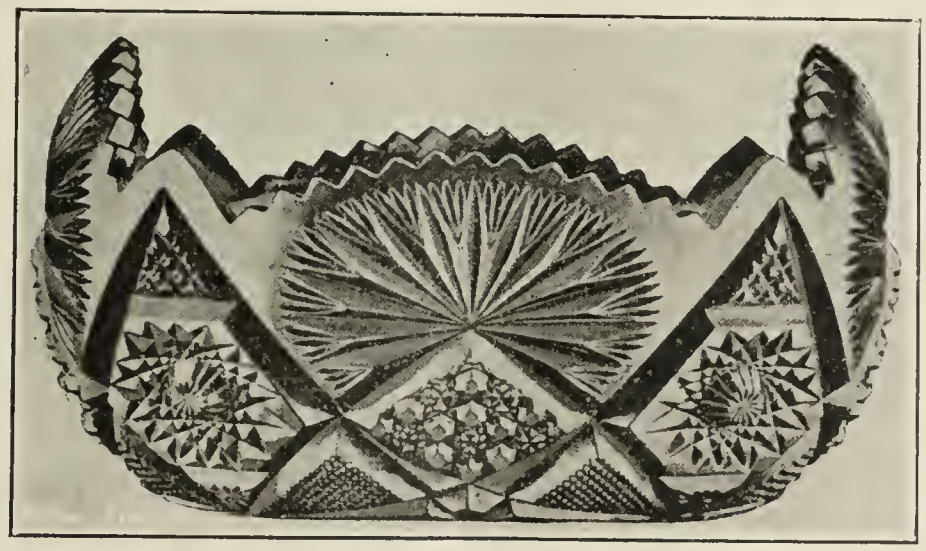
Country:—
MR. A. H. HOLDCROFT.
MR. W. H. LEIGH.
MR. R. J. HEATH.

London:—44, Farringdon Street, London, E.C.
MR. J. POINTING.
New Zealand:—MESSRS. THOS. WEBB & CO., 28, Fort Street, Auckland.
Australia:—MR. THOS. W. HEATH, Sydney.

BUYERS' NOTES



The United States Glass Company, Pittsburg, U.S.A., have their London showroom at 55, Farringdon-street, Holborn-viaduct, E.C. They are showing a large and varied assortment of fine pressed glass, in oval, round, and oblong dishes, fruit dishes and bowls, salad bowls, butters and covers, salvers, cruet glasses, and, in fact, all table ware usually supplied in this description of glass. While they are constantly bringing out novelties, the company make it a rule to have at least one (sometimes they have more than one) complete new line for each season. The novelties now on show include their 15098, the "Regal" pattern, which is shown in handled sugar basin, cream jug, butter dish, and covers, pickle dish, goblet, handled basket, &c. An original shape in this set is the oval-shaped bowl (Americans call it a "berry bowl") of which we give an illustration. It is an unusual form, with features distinctly its own. Another unique piece is a tall comport, a bowl on a long stem. The pattern is in imitation of a heavy cut design, in which a bold star decoration predominates. The "Regal" is supplied in plain flint and also in rose and gold. Another novelty for the present season is the 15095 suite. The chief feature of this is a neat imitation of "feather" cutting on panels. The pieces are light, and the entire suite is supplied in plain flint, flint and gold, and with rose decorations. There are several other pleasing patterns in gold, ruby, amber, and green decorations. A very pretty and quite new flanged flower bowl is shown. It has a neat imitation honeycomb cut pattern, and is supplied in three sizes, 4 in., 5 in., and 6 in. It is made to take either the wire net or the metal fitting known as the "floral aid" for holding the stems of cut flowers. These and a tall vase, made in three sizes, either in flint or green, are packed in small assorted cases, and can be delivered from London. The "Crystal Rock" decoration is shown in new floral designs, which are either in plain flint or with coloured decorations. A new range of oval dishes in three sizes is made in this crystal rock.



THE UNITED STATES GLASS COMPANY.

Blair & Co., Beaconsfield Works, Longton, are china manufacturers who have taken the best means of identifying themselves with their productions in adopting the distinctive name "Blair's China" for their ware. They are well known both in home, colonial, and foreign markets as manufacturers of tea ware. That their reputation is well earned may be seen in the samples they have always on show at the rooms of their London agents, Messrs. Joseph Lockett & Sons, 55, Hatton-garden, E.C. At present there is a large number of samples judiciously displayed. No matter how attractive goods may be themselves, their appearance may easily be enhanced or depreciated by the manner in which they are shown. No exception can be taken to the fine stand in which Messrs. Blair's specimens are arranged, in front of the large windows in Messrs. Lockett's rooms. The position is exactly the right one for bringing into bold relief the brilliant coloured effects upon which the firm pride themselves. They have gone to very considerable trouble and no little expense to produce these effects, and they are entitled to be congratulated on the results obtained. Messrs. Blair & Co. claim that they are the only English manufacturers of china who fire all their kilns by gas. No one who has seen the two methods in operation can have the least doubt as to the advantages of firing kilns by gas over firing by coal. In the POTTERY GAZETTE some eighteen months ago an account was given of a visit to East Liverpool, U.S.A., and a description was given of firing both ovens and kilns by gas. They, however, have the additional advantage of natural gas close at hand, while Messrs. Blair have to use gas produced from coal. They have a "Dowson Gas Producer," and are quite satisfied with its peculiar adaptability to their purposes. The dealer and the consumer, however, are more interested in the beautiful results obtained than in the methods made use of to secure them. These results may be seen in the samples shown at the London rooms, and are especially noticeable in the enamelled patterns, the colours in which have a beautiful gloss, while the gold is remarkably bright. The patterns are all as distinct as possible, the ware is clean, and the colours are exceptionally soft. The firm are showing many new and pleasing shapes and an abundance of decorations. The "Eton" and "Venetia" are two new shapes. They are both good forms, nicely modelled, and exceptionally light. The ware and the ornamentation are all that need be desired. Amongst stock lines Messrs. Blair make a special feature of their "Royal Blue Band," fired by gas. Nothing could be better than this Royal Blue in appearance, and Messrs. Blair assert that it is permanent. Many neat new printed patterns are on show as well as attractive enamelled ones. There is a fine collection of Queen's white fluted.

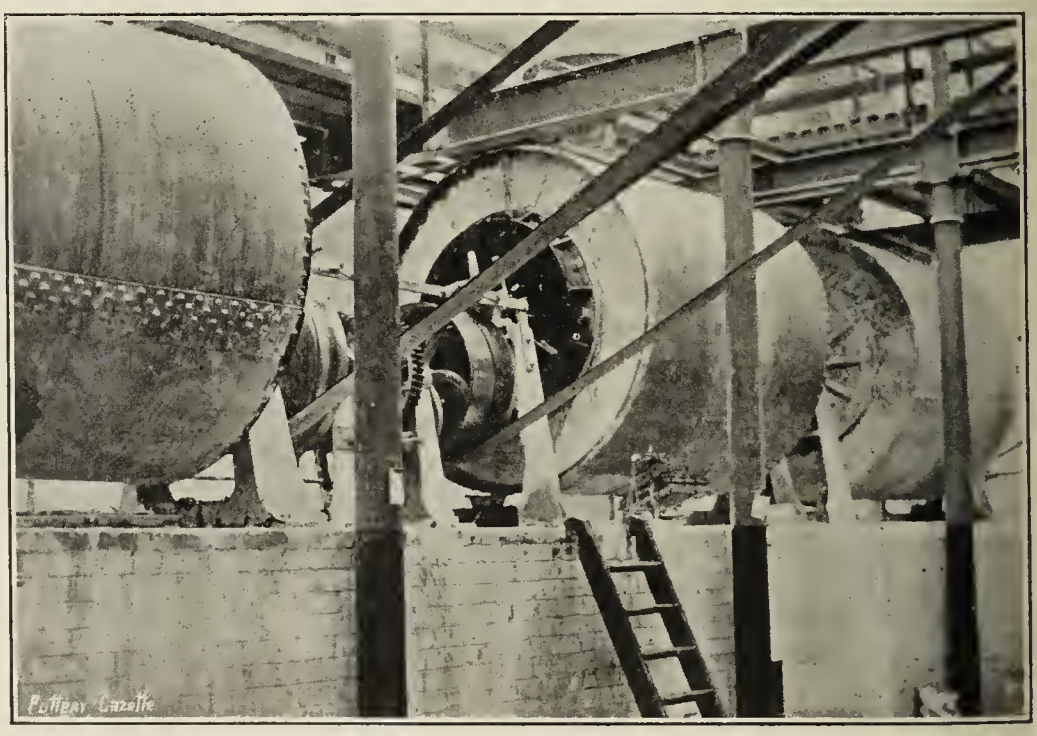
A notable addition to the works of the West Riding Pottery, Ferrybridge, was recently completed by **Poulson Bros., Ltd.** The addition has consisted in the erection of a building which comprises, as separate departments, two flint roasting kilns, a flint crushing and grinding house, a milling house, an engine and dynamo house, and a boiler house. Outwardly, the new building is of bright modern aspect, being faced with red pressed bricks, above which

rise the tapering crowns of the two kilns and a tall chimney stack. The building has been erected, and its different departments equipped, to provide a power-driven flint mill and washing house, for the preparation of the liquid flint required in the pottery. The firm have manufactured general household pottery ware on a large scale. Their "Cottage Pheasant" ware is well known, and their badge



Milling House—Poulson Bros., Ltd

ware is similarly in wide use. The growth of the business made it desirable that the firm should possess a new and thoroughly modern mill in which flint and stone could be ground, and brought into a liquid state, for use in the moulding departments of the pottery. The portion of the building which has been fitted up as the mill proper, stands between the engine house and the crushing house and kilns, and is about 120 ft. by 45 ft. The kilns are at one side of the crushing house, and are provided with a steel framed lift, by which the raw flints are raised to the mouth of each kiln. The lift is worked by a small steam engine, which rests horizontally on two light cross girders fixed at one side of the lift shaft. The calcined flints are received from the kilns at one end of the crushing house—the drawing-door of each kiln opening to the crushing house. This house is provided with a powerful stone-breaking machine, a pair of large edge runners, and an elevator, by which the ground material is raised to a point from which it can be conveyed by special machinery to the rotary grinding mills in the milling house proper. The flints, after being calcined, and other stone used in preparing the base, are first passed through the crusher. This breaks them to a comparatively small size. The material is then placed in the pan of the edge-runners, and is well ground by the runners. On being removed from the pan the material falls into a cavity by the side of the mill, from which it is picked up by the elevator. After being delivered from the elevator, the ground flint is moved along a horizontal trough, which is fixed at a considerable height above the floor lengthwise, and in the centre of the milling house. This house has been fitted up in a way which seemed to the directors, and to Mr. J. B. Clabour, engineer for the extension, the most approved which could be adopted. The principal items of machinery in the milling house are five large mills of the cylindrical steel drum type, which are set to revolve vertically, three being at one side of the house and two at the other side. These cylinders are ball mills, and revolve at the rate of 15 revolutions per minute. Each one is provided with a hand turning wheel, by which the cylinder can be turned independently of the steam power, if desired. The mills are fixed on two platforms—one being carried the length of the mill-house—at each side of the house. In order that the machinery might be as independent as possible of the walls of the mill, a strong steel supporting frame was constructed of upright columns and cross girders, sufficient to carry the whole of the driving and connecting machinery of the mill. Were the walls removed the girder frame would still support the driving shafts, and the chutes or troughs by which the basal material is distributed to the hoppers of the five rotary mills. Above each mill a cylinder is fixed upright, to serve as a hopper from which the mill can be supplied with material. A chute has been fixed from the main central chute, which brings the flint as delivered by the edge-runners in the crushing house to a point above the hopper of each mill. The arrangement of these chutes is very ingenious, the branch chutes being at right angles with the main chute, but slightly below it, so that the powdered flint can fall through the aperture in the bottom of the main chute into each branch chute. Each branch chute is provided with a full length revolving spiral conveyor, by which the material, after falling into the chute from the main chute, is worked forward towards the hopper. Valves and levers are provided, by which the stream of dry powdered flint can be caused to pass to any of the five hoppers, the working being simple and effective. Each mill is charged from its own hopper, and is revolved with its charge for twenty hours, this being the duration of the grinding, smooth flint stones being used as the grinding media. At one side of the mill house at a high level, is a water store tank, 27 ft. by 5 ft. by 5 ft., which will contain 7,000 gallons. The water required for



Milling House—Poulson Bros., Ltd.

grinding, and in the washing operations which follow the grinding in the ball mills, is obtained from a canal 200 yards away.

The ground material, in the form of a liquid, flows from each mill into a large washing tank. Three of these washing tanks have been fixed along a centre line in the mill house. Each tank is fitted with a revolving agitator of the

"gate" class, by which the flint is thoroughly washed. The difference between the grey colour of the flint on being run from the mills into the washing tanks, and on leaving the tanks after washing, is very marked. On leaving the tanks the liquid appears to be of a pure white. Below the floor of the mill house there are three large store tanks or "arks," into one of which the liquid flint from each tank is allowed to run after being washed. Three direct acting vertical pumps are fixed near one side of the mill house for the purpose of pumping the liquid flint from the arks and distributing it to the different departments of the pottery. The mills and the agitators of the washing tanks are driven by belts from a main driving shaft, which occupies a central position lengthwise of the mill house. The shaft with the pulleys and connections for working the conveyors and pumps, form a fine piece of work. Power is obtained primarily from a Lancashire boiler, 30 ft. by 8 ft., by Hewitt & Kellett, Bradford. The boiler occupies a separate apartment at the end of the new building farthest from the crushing mill. It is provided with a double acting wall feed pump, and also with an injector, each appliance being capable of maintaining the supply of water to the boiler. The other fittings are of the best present day class. The engine occupies an apartment between the boiler house and the mill house. It is a horizontal compound, jet condensing engine of tandem pattern, the condenser and two cylinders being mounted in line on one bed-plate, and is of 120 i.h.p. It was built by Mr. J. B. Clabour, of Guiseley. As set and finished the engine and its surroundings present a very attractive appearance. The engine drives the whole of the machinery in the crushing house and the mill, and also a dynamo, which stands in the engine-house, to provide electricity for lighting the new building throughout. The dynamo has a productive capacity sufficient to supply current for 500 lights. On inspecting the new mill and its associated departments one cannnot help being struck by the advantageous arrangement of the whole; by the substantial character of the machinery, and by the plan on which the machinery has been installed. The mill has already proved a very valuable addition to the extensive pottery carried on by Messrs. Poulson Bros. at Ferrybridge.

G. L. Bentley & Co., Ltd., china manufacturers, Cyples' Old Pottery, Market-street, Longton, have appointed Mr. Alfred C. Baker their agent for London and district. Mr. Baker has a good selection of samples of their ware at his showrooms, 21, Charterhouse-street, E.C. The principal lines are tea sets, which are shown in a large number of good medium class decorations on popular shapes. The firm do not supply either the most expensive or the cheapest varieties in tea ware, but they have a large assortment of intermediate qualities. They have enamelled and gilt ornamentations on pleasing shapes that will suit the stock of any dealer. The low "Palace" shape has a pretty taper cup, and makes a pretty set with dark blue Spartan decoration and gilt. The "Don" and the "King" are two tall shapes which are decorated in many effective patterns. The "London" "Royal," and "Princess" are amongst many pleasing shapes shown. The "Silver" shape is shown with cobalt band, and gilt edge and line. The "Canada," "Paris" and "Minton" shapes are supplied in various coloured bands and gold line. The firm supply white fluted "Queen's" ware, with either tall or low tea cups.

Burtles, Tate & Co., Poland-street, Manchester, have removed their London showrooms from Farringdon-road to Buchanan-buildings, 24 and 26, Holborn, E.C. As we have pointed out before, the situation of these buildings is most convenient for buyers in the pottery and glass trades. In addition to the Holborn entrance, there is an entrance from Fetter-lane, thus affording easy and speedy access to Bartlett's-buildings, Thavies Inn, Holborn-circus, &c. Messrs. Burtles, Tate & Co. have secured a well-arranged and very light room, so that their samples are displayed under favourable conditions for inspection. The showroom will be open daily, and the firm's business in London will continue under the control of their representative, Mr. John Burtles. Mr. Burtles has signalled the opening of the new rooms by submitting an entirely new range of samples. All the samples shown at Farringdon-street were disposed of, and the newest and most improved productions only are seen at Buchanan-buildings. It has always been the practice of the firm to bring out new shapes and new schemes of ornamentation periodically. They are continuing to do so, and the novelties for the coming season show marked improvement in both directions. The firm have for some time made a special feature of epergnes with variously coloured and shaded effects. They are well known for the multiplicity of patterns in which they are supplied, and no less for the artistic beauty of them. The latest colour schemes are undoubtedly the best the firm have ever introduced. Flower-holders in every form, single vases, vases with glass dish, large centre vases with side arms holding smaller vases or with hanging vases, are shown in "Uranium" shaded to green and encircled by green scrolls. This is an attractive colour combination, and seems likely to meet the present demand for tasteful table decorations and side ornaments. Very pretty flower bowls are shown, with the firm's "Floral Aid" fitting placed inside. We have already mentioned this novel perforated glass arrangement for holding cut flowers in position. It is supplied in two sizes. It consists of a circular block of flint glass, with holes for taking the stems of flowers. It is claimed that the flowers are held more firmly than by the wire arrangements. All the shapes of flower stands, vases, and tubes are supplied in many combinations of colour, such as flint and green, uranium and green, opal and green, and others. The green now shown is a nice bright colour, which will appear to greater advantage when flowers are placed in the vases. The firm are manufacturers of flint table glass of all kinds, and are showing samples of several new decorations in suites. In these suites, cut, etched, and engraved, all table glass is supplied to match. The various wines and tumblers of each suite are shown, so that a good idea of the appearance of the complete set is afforded. Some good patterns in water jugs are shown, and quite a large number of miscellaneous pieces. Amongst the latter are some neat and strong piano stands for grand pianos. Samples are shown of glass globes, shades, &c., for all kinds of electric, gas, incandescent, and oil lighting.

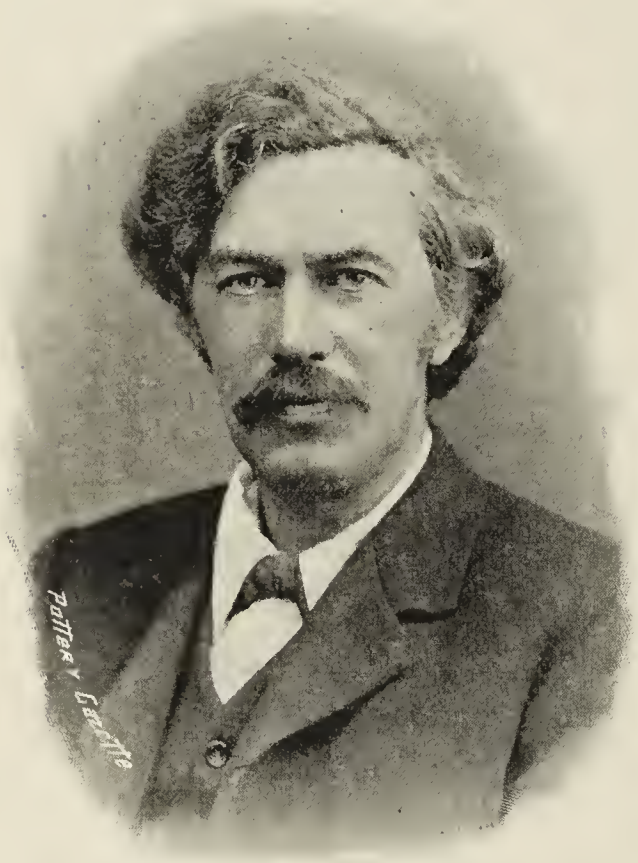
Beads and Bottles in British India.—A Belgian commercial report states that there is a large demand for glass beads in Calcutta; this has hitherto been met mainly from Italy. A certain number of Italian and Austrian importers appear lately to have been somewhat neglecting this market, complaints are being made that they do not sufficiently study the taste of their clients. This would therefore appear an opportune moment for an attempt to secure this market. The report further says that the value of the annual imports of bottles into Calcutta amounts to about 250,000 rupees (about £16,060). The imports consist chiefly of medicine bottles, which are sent in large quantities; these must be flat-shaped, and transparent or semi-transparent. There is also a fairly large demand for round wine bottles, of the capacity of a quart; these are used for retailing spirits of wine, disinfectants, &c. Articles known in the trade as confectionery bottles are also in demand; these are imported by retailers of pastilles, &c., who buy their wares in cases of 1 cwt. and bottle them for retailing. Medicine bottles are mainly imported from Germany; other kinds of bottles from the United Kingdom.

SOME FAMILIAR FACES IN THE POTTERY TRADE.

MR. WILLIAM BURTON, F.C.S., &c.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

AT Clifton Junction, five and a quarter miles north-west of the Manchester Exchange, stand the extensive works of Pilkington's Tile and Pottery Company, Ltd. A stranger will see at first glance that the whole of the works are modern. Kilns and buildings have a freshness and trimness about them which suggest comparatively recent erection. The works are under the management of Mr. William Burton, F.C.S., who is equally well known in the pottery world as an author of standard books on artistic pottery, as a lecturer on the subject, as a science teacher, as an authority on the technology of different arts and crafts, and as a potter of high and special attainments. Something of Mr. Burton's many and varied interests and of his services to the British art of potting may be gleaned from the following narrative of a conversation on current topics of the art, which he was good enough to have with me on a recent morning. I had the pleasure of seeing Mr. Burton in his spacious private room at the works, Clifton Junction. Everywhere in the room lay evidences of the dominating interest. Vases, beakers, tiles, and items of artistic pottery ware lay about in rich profusion.



MR. WILLIAM BURTON.
[*Photo. by Maull & Fox.*

In figure, Mr. Burton is an artist, a virtuoso. A trifle over medium height, rather broad set, with very pleasant and sympathetic face, a rather heavy and dark moustache, and a heavy crop of very dark hair slightly tinged with grey, stamp him as an artist. One would take him for a musician who had attained great eminence. Mr. Burton's art domain is not, however, that of music, but that of decorative pottery. We talked first of the more prosaic themes of the manufacturing side of the art, and of the conditions of the "trade" at the time.

"The pottery trade, from the time of Wedgwood to now, has invariably been in want of union," said Mr. Burton, thoughtfully. "There are the different sections, the tile, brick, and pottery, and each has fought for its own hand, and there has been great difficulty in getting anything like concerted action. I think it is a mistake. I have always thought it was a mistake, and that there were many subjects connected with the trade which were sufficiently important to every branch of the trade to make it imperative that there should be something of the nature of a joint committee of manufacturers. It was only when the Home Office, incited by agitators and supported by a most sweeping report of Professor Thorpe and Dr. Oliver on the use of lead in pottery glazing, proposed an impossible set of special rules for our industry, that the different sections of the trade united together. And, of course, from the beginning, I was one of those who took an active part in bringing the trade together," Mr. Burton continued.

"And the present outlook, how do you regard it?" I asked.

"Fortunately, now that the pressing danger of interference with pottery glazes is over, I am very glad to find that the usefulness of the joint committee is so generally recognised that it has been decided to continue it. The joint committee still exists for the purpose of watching all questions which are of general interest to the pottery trade. I am sure that a great deal of the credit for what has been done and the way in which the joint committee have worked together so amicably is due to the tact and skill of Mr. Rawdon Smith, who has been the chairman of the joint committee since its formation."

"With respect to the lead question, do you consider the result of the committee's work to be satisfactory?" I asked.

"The result of the steps taken by manufacturers, compared with what might have been, is a very great improvement in the health of those who work in lead in pottery processes," was the answer.

"Do you regard that as being established conclusively?"

"Oh, yes; the figures of the Home Office which are given month by month as to cases of plumbism among lead workers in the pottery trade prove it up to the hilt, though they must be taken with very great caution, because the earlier figures on which the pottery trade was condemned in the beginning of the agitation were most unreliable, and, in my opinion, were inflated by the inclusion of many doubtful cases. The figures of to-day are only those which are reported after examination by the certifying surgeons. Still, the number of reported cases has fallen to less than one-third of the figures which were given six or seven years ago, and at the same time there has been an equal improvement and an equally gratifying diminution in the severity of those cases that are reported."

"The improvement, I assume, has been effected at great cost to potters?"

"The changes which have produced the improvement in method and administration have meant and will mean a considerable tax on the trade, but nothing to what would have been involved by the drastic changes originally proposed by the advisers to the Home Office. Their original proposals without modification, would, in my opinion, have absolutely closed four-fifths of the English pottery works. What I have always said of the Home Office and of the advisers of the Home Office was this: They went about getting their ideas in the wrong way. Surely, if they were going to inquire into the uses of pottery glazes they ought to have had on their commission of inquiry a potter whose opinion was worth having? For instance, had they approached a man like Mr. Bernard Moore, there is no doubt that he would have saved them from many of the blunders they fell into. They had no practical potter at all. The two men appointed were—one a Government chemist, the other a physician who had made a study of lead poisoning from the medical point of view, but neither of these had the slightest knowledge of how pottery was made. To me that is a fine illustration of the unbusinesslike way in which most of our Government departments are conducted. Had it been Germany or France or America it is incredible that any of those Governments would have held an inquiry without obtaining the opinion and listening to the advice of the foremost practical men engaged in the trade."

"In France a short time ago there was a meeting in the

Trocadéro, at Paris, of some two thousand persons, who actually impressed upon the French Senate the necessity of abolishing the making of white lead in France. If that comes about in France, we may be perfectly sure the idea will spread to England, and we shall have a similar agitation here.''

''Is there any valid reason for so drastic a proposal in France as that you have alluded to, Mr. Burton?''

''I cannot say what the conditions are in France, because statistics are not gathered by the French Government in the same way as they are gathered in England, but the agitation in France is not directed against the pottery trade. It is directed against the use of lead in paints and colours. It is a question of house painting and ship painting, and that kind of thing, not a question of pottery at all. Then, of course, the people in this country will take no account of the difference between the manufacture of English earthenware and china in the glazes of which lead plays an indispensable part and the manufacture of French porcelain in the glazes of which lead does not enter at all. But of course there is a French earthenware industry and a French tile industry in which lead is just as largely used as in corresponding works in England.''

''What, in your opinion, Mr. Burton, would be the best course for English potters to adopt in view of the publicity which plumbism has obtained and such further action of a restrictive kind as may be taken?''

''The best course for English potters to pursue at the present time is that they should not in the least relax their efforts, which in the past have been very successful, to prevent every preventible case of plumbism. This, I think, could be done by a careful following out of the existing special rules in both the letter and the spirit. My own point of view is, and I am sure every manufacturer will agree with me, that, although we now give compensation in cases of plumbism, we should be much happier if we could avoid the cases altogether.''

''I see two difficulties in the way of that,'' proceeded Mr. Burton, after a moment's reflection. ''The first is that the observance of the existing rules and the administration of them is in many cases left to the discretion of foremen or managers, instead of being a matter which the manufacturer himself, the active head of the concern, carries on his own conscience. The other is the ineradicable carelessness of a section, I believe, happily, only a small section, of the workpeople themselves. One has to remember, of course, that working potters have in the past acquired a sort of fatalistic idea with regard to plumbism, and we can only look to the educational influence, to the greater care that now has to be taken by everybody to improve this state of feeling. It is a feeling that if they work in lead they must sooner or later, be leaded, which, of course, is absurd.''

''Another difficulty, and a fact well-recognised in the medical profession, is that certain people are constitutionally more susceptible to plumbism than other people, and these people should, if possible, be either prevented from working in lead at all, or should, as soon as their susceptibility manifests itself, be removed from such employment. In my opinion, this is being gradually done by the monthly medical examination of all lead workers.''

I wanted to hear something of Mr. Burton's own work, and now made an allusion to this.

''Well, to begin with,'' said Mr. Burton, smiling, ''I was not brought up as a potter. I was originally, first, a pupil teacher; then an elementary schoolmaster. Then I became a science teacher in Manchester for the School Board. Then I obtained a National Scholarship in Science, and went to the Royal School of Mines, South Kensington, where I studied chemistry under Professor Thorpe, and, of course, the other branches of natural science. In 1887 I went to Josiah Wedgwood & Sons' to be their chemist, and was there for five years. During that time I acquired a good working knowledge of what was done in the potteries, and I gave two series of public lectures in Hanley in connection with the Hanley Museum on various phases of the potter's art of the past. I also taught a class in technological pottery at the Wedgwood Institute, Burslem, and at the Mechanics' Institute at Hanley for one season; but I had to relinquish that in 1893 when I removed to Clifton Junction to live. My interest in technological education is in that wide training in the principles of science as applied to the pottery manufacture which we must give to all those who are to occupy responsible managerial positions. The technical training of workmen, as such, should not be attempted in schools, but only in the workshop. Since 1897 I have been one of the examiners, and for some years now the sole examiner in pottery manufacture for the City and Guilds of London Examination Board, and I have been very much gratified during that time to see the continuous advance that has been made owing to the action of the Staffordshire County Council and other local authorities in the provision of technical instruction. I am hopeful that we may yet see the establishment in the Potteries of a definite pottery school, where instruction of the highest character can be given in the scientific principles which underlie the manufacture of pottery. The classes of the existing institutions are mainly conducted at night, and the amount of time which any person can give to the instruction after his day's work is over is altogether insufficient. What I wish to see is an institution of such a character that manufacturers will send their sons or some intelligent young men from their works for two or three days a week, letting them spend the whole of those days in receiving sound scientific training, and seeing that the remainder of their time is spent on the works, so as to keep them in touch with the practical side of the business. I am convinced that it is only by some such method as this that we can hope to keep the pottery trade in Staffordshire fully abreast of the latest advances in science and its application to the industry. How far such an idea as this can be realised will depend almost entirely on the sympathetic co-operation it receives from the manufacturers of Staffordshire. A college divorced from the trade would be foredoomed to failure,'' said Mr. Burton, gravely.

On the table, on the mantelpiece, and in a showcase were many examples of the beautiful pottery known as ''Lancastrian,'' made at the works. Vases of many designs and sizes, in rich and deep colours, or in light and varied tints, were in large and attractive evidence. I made an allusion to these beautiful specimens of the potter's art.

''We try to make our things as artistic as it is possible to make them, having due regard to the conditions of trade,'' Mr. Burton said. ''Every manufacturer has to live by making what people require, but our aim has always been to give them what they require as perfectly made and as artistically good as we can. With regard to the works here, we have been able to build one of the most modern and best arranged pottery works that exist. I planned these works myself without the aid of an architect. At the same time it is not as generally known as it ought to be that one of my brothers, Mr. Joseph Burton, a highly skilled chemist and a most accomplished potter, is also here. We started here simply as tile makers about thirteen years ago. This place was then a field; there were no buildings whatever. We have specialised particularly on decorative tiles, and though we make tiles of every class, from the commonest red flooring tiles, our business has been most largely developed on the side of decorative tiles for walls and grates, hearths, and so on.''

I had noticed a large display of artistic tiles for grates and of figure subjects for walls, all of a highly

decorative character, in the hall. I now alluded to these objects.

"Some of those," said Mr. Burton, "were designed by M. Mucha, who decorated the Porte Monumentale at the Paris Exhibition of 1900, and we have besides that produced several beautiful series of figure designs by Walter Crane. We have for years retained Mr. Lewis F. Day, who is probably the most accomplished designer in Europe, to act as our art adviser. In addition to that we have a designing staff of our own, including Mr. Chambers, who has been with us from the first, and Mr. Howells, our chief draughtsmen."

"Then, besides making tiles," Mr. Burton proceeded, "we have for years been manufacturing glazed faïence for architectural work. We did all the tile work and the constructional faïence for the new Lister-drive baths at Liverpool, and many other public buildings.

"The success of our business on the technical side has rested solely on incessant experiment, which has for years now been conducted by my brother, Mr. Joseph Burton. I don't think I shall be at all exaggerating if I say that we make between three thousand and four thousand experiments a year, and not one of them at haphazard, but in pursuance of some definite, scientific or technical idea. As a result of these experiments we obtained many effects of glaze or colour which the flat surface of a tile was quite inadequate to display, and so a few years ago we were driven, almost in spite of ourselves, to manufacture vases and other decorative household pieces. To these we have given the name of Lancastrian pottery. Our latest development has been the production of a Lancastrian lustre pottery. It is to cover the whole range of lustre effects, and is like the old Hispano-Moresque and Persian lustre."

Mr. Burton showed me the vases of the first kiln of this new pottery produced. The lustre was exceptionally brilliant and the colours and the tint variations were striking and beautiful. He then accompanied me to the hall, where we viewed the new designs and subjects for the coming season for grate and wall decoration.

Mr. Burton then conducted me through the extensive pottery. Here lay a vast world of interest through which one might have roamed enchanted, or of which one might have written volumes. With much regret I at length bade Mr. Burton adieu.

Obituary.

WILLIAM HENRY GOSS.—AGED 72.

WE record with regret the death, on January 4, of Mr. W. H. Goss, F.G.S., of Ashfield Cottage, Stoke-on-Trent, after about three months' illness, happily not of a very painful nature. The immediate cause of death was heart failure. Mr. Goss was born in London in 1833, and remained in the metropolis until he was twenty-four years of age. He had acquired considerable ability as an artist, and made the acquaintance of a number of literary people. His interest in the Potteries may be dated from his acquaintance with the late Alderman Copeland while he was Lord Mayor of London. Mr. Goss appears to have been greatly influenced by Mr. Copeland in the manufacture of pottery, and devoted his attention to the artistic side of the industry He commenced manufacturing about 1858, and had the good fortune to be successful from the commencement. He very soon acquired fame for his rich ornamentations on ivory ground, for which he received an award at the International Exhibition in London in 1862.

The late Mr. Goss, however, made his name and his fortune by his beautiful heraldic ware. Whenever we read or speak of "Goss' china," it is understood we refer to the heraldic ware, the collection of which has become a craze, or a fashion. He was the first to systematically apply heraldic devices and mottoes to artistic and fancy forms in china. The collection of china bearing county, university, and municipal crests and mottoes soon became popular, and it is now extensively practised. There are many manufacturers producing "heraldic ware" with considerable success, so that visitors to all places of interest, whether coastwise or inland, are able to take away with them an artistic memento of their visit in the shape of a beautiful piece of china with the local arms emblazoned upon it in coloured enamels. "Heraldic china" (the production of many manufacturers), which can now be obtained in all parts of the Kingdom, owes its origin to "Goss' china," which the late Mr. W. H. Goss produced with such success in his beautiful ivory ware. Mr. Goss was not only a practical chemist of great ability, but was an interesting writer on many subjects. His articles have appeared in the *Art Journal*, the *Reliquary*, and other journals. Amongst other publications in volume form may be mentioned his "Primitive Man and his Work" and "Review of Modern Science and Thought." Mr. Goss was always a lover of the artistic and the antique, and has accumulated a remarkable collection of curios of all kinds at Ashfield Cottage. He was too much engrossed in literary pursuits and in his artistic productions to take any part in public affairs. The likeness we give of the late Mr. Goss is from a photograph recently taken, and is considered by his most intimate friends a strikingly accurate one. He was youthful in appearance, and had a remarkably smooth skin, with a bright colour, so that the photo. may be accepted as a good likeness without flattery. The business which he founded will be carried on as formerly by his sons, who have had the entire management of it for several years.



MR. W. H. GOSS.

[*Photo. by W. W. Winter, Derby.*

Twelve loving cups in old Staffordshire pottery have been found 12 ft. below the ground on an estate near Chelmsford.

THE ENGLISH CHINA MANUFACTURERS' ASSOCIATION.

THE annual dinner of the members was held at Longton on January 3, when Mr. E. Brain, the president of the association, was in the chair. There was a numerous company, who heartily welcomed Mr. R. H. Best, of Birmingham, the guest of the evening. The chairman was supported by the Mayor of Longton. After the loyal toasts, proposed by the chairman, Mr. R. Jamieson, secretary of the association, proposed the local governing bodies. He said they welcomed the Mayor amongst them, not only as a manufacturer and a member of their association, but as representing the local governing body. He hoped the Mayor would look after the china trade by ensuring that manufacturers should have plenty of coke, and as cheaply as possible. The Mayor of Longton responded, and said he hoped the improvement in their trade during the last few months of the year might be maintained. Mr. Percy Shelley proposed "The Visitors." He attributed the bad trade of the town partly to the general trade depression throughout the country, partly to the excessive local rates (which a federation of Longton, Stoke, and Fenton would reduce), and partly to the heavy railway and canal rates for raw materials and for manufactured goods. He did not overlook the fact that the Longton china trade had been affected by the improved manufacture of English earthenware, and he said some thought Longton trade had been a good deal hampered by hostile tariffs. That, however, was a question they would not discuss then, but they were all agreed that their goods had been open to the keen competition of foreign-made china. While they had made some improvements in their manufactures in recent years, the improvements had been slight in comparison with improvements in other industries. They must also admit that the practical abolition of the apprenticeship system had influenced their trade very prejudicially. He referred to the severe competition of French china in America. With the exception of a small quantity of high-class china, we had practically lost the American market. Indeed, the Americans of to-day had acquired a taste for French-made china. But—more unfortunate still—the Canadian market had been captured very largely by Continental china manufacturers. The Canadian people appeared to like the Continental goods. On an average the cheap German china was sold at half the price charged for Longton goods. Some weeks ago they appointed a committee to inquire into the question of foreign competition. He was in ignorance of how the German goods were made for the prices charged. The inquiry was also directed to the fact that Germans got cheaper transit of goods on canals and railways. He was glad they had Mr. Best with them that evening. Mr. Best was one of the joint authors of the report of the Birmingham brass workers. The chairman then introduced Mr. Best, and said that gentleman had kindly sent fifty copies of his joint report for distribution amongst the china manufacturers.

Mr. Best's Address.

Mr. Best said he was pleased to come to do what little he could to help them in the situation in which, he was told, they found themselves. He had been accustomed to Germany for over forty years; he had been regularly there during those years; and it was because he saw how they were getting on there, how much better they were progressing than was the case with Englishmen, that he conceived this idea of taking someone over with him, who should join with him in making a report which would be looked upon as an authority by the working classes of this country. Mr. Davis, with whom the manufacturers had had many tussles, many times, he (the speaker) invited to accompany him on the proposed journey of investigation. Although they were on opposite platforms politically, Mr. Davis being a Free Trader, and he (Mr. Best) being a Protectionist, they had united on the common ground of the truth for the betterment of their own people—and particularly of the working classes. He (the speaker) understood from Mr. Jamieson that they in Longton were in the position that they were facing a German competition which was very serious, and that they were anxious to learn what was going on, and were contemplating sending a little commission over to Germany in the same way they went in the interest of the brassworkers' industry. He strongly advised them to proceed with the commission foreshadowed. They should make it a mixed commission, representing both capital and labour. The chairman should go in company with their trade union secretary. If they did that, as was done at Birmingham in connection with the brass trades, good would result, and good which only by this system of co-operation could be secured. If they could find out the trade union secretary to the operative potters in Germany, and get him to invite their local trade union secretary to go over, they would do a very good thing, and they would get much further in the gathering of information they desired than they would if they relied upon the manufacturer alone. Let him advise the potters to make up their mind what it was they wanted to know before starting on their inquiry. Do not go with any vague sort of idea. A friend of his (the speaker's) had told him that he was sending his own representative out to this place to ascertain on the spot the kind of competition he was likely to expect from that new centre of industry, and to ascertain how best to deal with the competition which was likely to arise in markets over-sea as a consequence of this new enterprise. What that gentleman could do as a factor certainly the manufacturers as a class ought to be prepared to do. He was also told that they were contemplating a co-operative scheme, not as a trust, but purely to reduce expense; and his only remark would be that any co-operative movement which they could find practicable must be right. He would strongly advise them to look after the fitness of the children, for how could rickety children grow up healthy workpeople? Of all the thousands of children he and Mr. Davis saw in Germany there was not one but who was neat, clean, and tidy. Let them remember that some day artistic handicraft might be the thing which was of vital interest to this potting industry; let them remember what Sir Oliver Lodge had said, "True art is impossible without repugnance to the ugly in daily life." In their art schools at home let them not put art on such a high pedestal. In Germany they had no sort of qualm about art in the abstract; in the German trade schools they got a designer from the trade he was going to teach. In the Potteries he believed they were accustomed to unite art and industry. It should not be a case of art *versus* industry, but art and industry working together. They had, he was told, the finest fabric in the world. It must be obvious, therefore, that their first interest should be to combine with it the most beautiful and original treatment which lay in their power. Limoges ware fetched high prices. Why was this? Was it not the result of artistic feeling, and the skill with which Limoges fabric was blended? Why should not the same thing occur here? Give English lads the opportunity that German and French lads had, and they would respond to it he was certain. But they had not got the opportunity at present, and it was their duty to see that they did get it, both in their own and the lads' interests. Let them copy their German cousins—they had plenty of money. How the Germans obtained these necessary sums to spend right and left in this way was one question of importance which their deputation

ought to find out. The question of ways and means, indeed, deserved their fullest consideration. Personally, he thought voluntarism was quite inadequate. His experience of the difficulties of getting manufacturers to do this, showed it was absolutely impracticable if they were to get the best results. In Germany this work was not done voluntarily, but by the municipality, assisted by their system of getting money, which, as he had already suggested, was by a method which they must find out for themselves. Then to obtain money from the ratepayers was also impracticable, and the question was whether the Germans did not obtain the financial aid which they undoubtedly received from their fiscal system It was a most important question, and it really in his (Mr. Best's) opinion touched very closely the whole matter. Indeed, the larger question arose whether the present more flourishing condition of the German would have been possible without the aid of their fiscal system, and whether they in this country were not foredoomed to lose still more in the fight unless they armed themselves with the same weapons with which to meet opposition.

Mr. E. V. Greatbatch proposed "The China Trade," and in doing so he defended the owners of ball clay mines. He wanted to put his good friends in Devonshire, in Cornwall, and in Dorsetshire, in a satisfactory light before the china manufacturers of this district. With regard to the assertion that it was a shame that English clay should be exported to Germany, the United States and Russia, he could not for a moment recognise the justness of that assertion. It was no more a shame that clay should be exported than that iron and steel should be sent abroad. Why should it be called a shame to send out that which Englishmen did not require? With respect to the statement that clay could be bought for 6s. per ton less on the Continent than it could by the members of that association at home, he (Mr. Greatbatch) was prepared to say that such was not the case, but absolutely the reverse. There was no man in the West of England who supplied clay to the Continent who did not get an equally high price there for it which he got at home. How did the difference in that 6s. come about? Speaking more particularly of Germany and France, these countries were blessed geographically; they were blessed with cheaper waterways, which were maintained by the State. They were, comparatively speaking, as great and as useful for traffic as the highway between Longton and Stoke. On them goods were carried for hundreds of miles at a cost less than they in the Potteries could have the same class of goods carried to or from Runcorn. The advantage of price was due to the fact of their great natural advantages prevailing on the Continent, and to the fact that the State took hold of these means of transit and made the best of them. In this country, where everything was left to private enterprise, they had no deep waterways. Their mine owners in Dorset, Devon, and Cornwall were not selling the interests of the English manufacturers—that point he wanted to enforce. He was sorry that it should be felt for a moment that the owners were so unpatriotic as to sell on the Continent material for less than they sold it to English pottery manufacturers. That they had a perfect right to sell what the home manufacturers did not choose to buy was beyond controversy. There was nothing to prevent that in reason unless local gentlemen were prepared to come forward with the necessary capital and secure a controlling voice in dealing with the mines, which they could do in a few days.

Mr. H. J. Colclough replied to the toast, and condemned the action of coal owners in advancing the price of coal without giving manufacturers sufficient notice. He admitted that in recent years much had been done to improve the quality of potters' materials, but there was much still to be done in that direction. He appealed to the workpeople not to oppose the introduction of new machinery when manufacturers wanted to facilitate and improve production. Mr. Enoch Massey also acknowledged the toast, and asked for opportunities to arm themselves with the same weapons the foreigner was using. He went on to read a letter from the secretary of the China and Glost Dealers' Association, in which he enclosed a small jug, which was being made in Germany and sold at 7s. 6d. a gross, package and carriage free to London, less 2½ per cent. This line, continued the writer, would damage the Longton manufacturers very much, and should be shown to the Longton workers. He (Mr. Massey) might tell them he made the same kind of jug himself, only in a better class china, and his price for making them alone was 1s. a dozen, and yet they were sold by the Germans at 7½d. per dozen, less 2½ discount. Under the present fiscal arrangements it was impossible for them to compete with the Germans. Mr. Massey next gave examples of the evils of dumping. It was necessary, he added, that as far as possible they should make themselves acquainted with what was going on in the other countries with which they had to compete, for up to the present time they had practically made no efforts to find out what their competitors were doing. It was very unfair to English manufactures that the foreigner was allowed to capture the home market with dumped goods without paying anything in rates and taxes, whilst the home manufacturer who lost the trade had to bear the taxation. Some other toasts followed.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN DECEMBER.

THE Board of Trade publish the following information obtained from employer associations, trade unions, and correspondents:—Employment in the glass trades in December continued moderate on the whole, but was considerably better than a year ago. In the pottery trades it was moderate and slightly worse than a month ago, but better than a year ago.

Glass Trades.—Employment with glass bottle-makers was moderate on the whole, and about the same as a month ago, but considerably better than a year ago. It continued good at Glasgow, but at Mexbro', Barnsley, and Dublin it was bad. Makers of medicine bottles at Rotherham were busy.

Employment with flint-glass makers was good at Stourbridge, Birmingham, Barnsley and Glasgow, but bad at Warrington and Edinburgh. With flint-glass cutters it continued fair generally, and was better than a year ago. Employment with sheet glass makers and flatteners at St. Helens continued good. It continued slack with pressed glass makers in the Tyne and Wear district, with much short time, and fair with plate-glass bevellers and silverers at Birmingham. With glass blowers in London employment was good.

Pottery Trades.—In Staffordshire employment on the whole was moderate, and rather worse than a month ago, being somewhat affected by stock-taking; it was generally better than a year ago. In the South Yorkshire and River Aire district it was fair, and better than the previous month and last year. In the Woodville district employment was improving in the sanitary ware branch, and quiet with conduit and chimney pipe makers. At Newcastle-on-Tyne and in North and South Devon it continued fair.

In Scotland employment generally was moderate, but better than a year ago. At Glasgow it continued bad with tobacco-pipe makers, but was fair with white hollow-ware potters.

SUING A RAILWAY COMPANY.

(SPECIALLY CONTRIBUTED BY A BARRISTER-AT-LAW.)

THE Editors have sent me some correspondence between a subscriber and a railway company, with a request that I would deal with the points raised therein. These are of more than ordinary interest, and it will be best to set out the particulars, first of all, as clearly as possible. A. B. & Co., carrying on business in London, gave an order for pottery to a firm in Longton, Staffs. The goods were consigned by the North Staffordshire Railway, who passed them on to the South-Eastern Railway, by whom they were delivered to A. B. & Co. (who paid the carriage on delivery). Upon being unpacked it was found that a portion of the pottery ware, valued at about half a sovereign, was smashed. Two days after receipt a claim for the value was sent in to the South-Eastern Company. The date of delivery was July 6, and the date of claim July 8. The company subsequently alleged that the claim only reached them on July 12, and on July 13 they sent an official to inspect the damage.

Nothing more, apparently, was heard from the company by A. B. & Co. until the second week in September, when a reminder was sent, which elicited the information that "This matter is in the hands of our Goods Manager for investigation, and I will reply definitely upon receipt of his instructions." Following this came another communication, three days later, as follows:—"Referring to your claim for damage to china ex Longton, I beg to inform you that our Goods Manager now instructs me to decline the claim on grounds of late complaint, and to refer you to senders for satisfaction. I must, therefore, decline all liability." Then followed other correspondence as to the delay in making the claim, the railway company sheltering themselves behind a stipulation which appears on the back of their invoice of charges to this effect:—"No claim for deficiency, damage, or detention will be allowed unless made within three days after the delivery of the goods; nor for loss unless made within seven days of the time when they should have been delivered."

Whether this condition appeared on the original contract made (*i.e.*, the consignment note handed to the North Staffordshire Railway) does not appear. Obviously, its appearance on the South-Eastern Company's invoice of charges would not affect A. B. & Co.'s case. To this point, however, we will return later.

As the South-Eastern Railway Company persisted in their refusal to pay anything, a County Court summons was taken out by A. B. & Co. against them. Three days before the hearing they received the following letter from the South-Eastern Railway Company's solicitor:—

"Yourselves *v.* South-Eastern Railway Company.

"The Goods Manager has passed the papers in this case on to me with instructions to defend the action. Before giving you the trouble to attend and before instructing members of the company's staff to attend the Court, I think it only fair to inform you that when the case comes on for hearing I shall point out to the judge that the company are not liable for your claim, as the original contract for carriage was with the North Staffordshire Railway Company. This being so, you should make whatever claim you may have against the North Staffordshire Railway Company, and not against my clients. If I do not hear from you the first thing on the morning of the date of hearing that you withdraw the claim I shall give the necessary instructions to the Company's staff to attend the Court with me, and shall apply to the Judge for the costs of their attendance. I think it right to give you this information, so that you may not say my application takes you by surprise."

This letter had the effect it was intended to have. One of the members of the firm called to see the railway solicitor, who informed him that (*a*) not being the contracting parties they were not responsible; (*b*) that it was necessary for A. B. & Co. to prove negligence on the part of the South-Eastern Railway Company so as to cause damage; and (*c*) that a claim must always be made within three days. Acting upon this advice, A. B. & Co. withdrew their claim, and have sent the correspondence to the Editor of the POTTERY GAZETTE, who desires to have the law upon the subject put more fully before his readers.

Let it be said first of all that undoubtedly the company to be sued was the North Staffordshire. The South Eastern were agents for the other company, whose system does not extend to London. The mere fact that the South-Eastern collected the charges has no bearing upon the point. They acted in this also as agents for the North Staffordshire, with whom the original contract of carriage was made. The law is quite simple in regard to these joint company arrangements, and in regard to through bookings over two or more lines. When A. B. & Co. ordered goods from Longton the firm there in handing these goods over to the North Staffordshire Railway were acting as agents for A. B. & Co. in making the carriage contract. Having done this, and having obtained a receipt from the N. S. R., the senders terminated their responsibility. So that when the Goods Manager of the South-Eastern referred A. B. & Co. "to senders for satisfaction," he ought to have known that, presuming the senders had a proper receipt, they were in no way responsible; and he should have done there and then what his solicitor did four months later—he should have disclaimed liability on the ground that his company (the South-Eastern) were not parties to the contract, and should have referred A. B. & Co. to the North Staffordshire Company. Had the case gone into Court, and had this been pointed out by A. B. & Co. to the Judge, it is not at all likely that the costs referred to by the S.E.R. solicitor would have been allowed. The case would probably have been dismissed without costs, for it is clear that the South-Eastern Company invited the issue of a summons against themselves in declining the claim "on grounds of late complaint."

The first point, therefore, for traders to bear in mind when claiming against railway companies is that the company to sue is the original receiving company. The responsibility of this company under circumstances like those we are at present considering is clear. "Where a carrier takes into his care a parcel directed to a particular place, and does not, by positive agreement, limit his responsibility to a part only of the distance that is *prima facie* evidence of an undertaking on his part to carry the parcel to the place to which it is directed." And, again: "It is better that those who undertake the carriage of parcels, for their mutual benefit, should arrange matters of this kind *inter se*, and should be taken to have made the others their agents to carry forward." (See judgments in Muschamp *v.* Lancaster and Preston Railway, 1841, which is the foundation upon which the principles applicable to this point are founded.) Further, in Webber *v.* Great Western Railway (1865), it was clearly settled that where there is evidence of an undertaking by a company to carry goods from one place to another, that company will be liable for any damage done to the goods during the journey. This was a case in which goods were handed to Pickford & Co. for conveyance from Worcester to Chester. Pickford & Co. were agents for the G. W. R., and for the L. & N. W. R. They accepted the goods as agents for the G. W. R., and had them carried by that route as far as Stafford, where they were transferred to the L. & N. W. R. to take on to Chester. It was decided that the G. W. R. had contracted (by Pickford & Co. their agents) to convey the goods from Worcester to Chester, and so they were responsible

whether the damage occurred on their own system or on that of the L. & N. W. R., to whom they deputed the carrying out of part of their undertaking. There are other cases of later date confirming these principles, but the above are fundamental.

But, it may be asked, suppose there were a condition such as is indicated above, *i.e.*, that the contracting company is to be responsible only to the extent of its own system, after which, of course, other companies to which the goods were passed on would be deemed to have made separate contracts with the consignee, how is the point where the damage occurred to be located? This is provided for, according to the authorities, by the Irish case of Mahony *v.* W. L. & W. Railway (1900), in which the general rule laid down would probably be followed by the English Courts, *i.e.*, that although as a rule a plaintiff must prove affirmatively all the facts entitling him to relief, there is an exception in reference to matters which are peculiarly within the knowledge of the defendants. This means that it would be incumbent upon the first company to prove safe delivery to the second company, and the second company to prove safe delivery to the third, and so on. When, therefore, the South-Eastern Company's solicitor informed A. B. & Co. that they would have to prove negligence on the part of the South-Eastern Company, probably what he meant was that the North Staffordshire should first be sued, and so be made to prove (if such a condition did actually exist in their contract) safe delivery to the S.E.R. Of course, it may at first sight appear an undesirable prospect to a claimant that he should have to sue one company at a time with the likelihood before him of failing in his case upon production by the company sued of a receipt from the next company to whom they handed it over. But this does not occur in actual practice. Suppose there are two companies concerned in conveying goods which arrive in a damaged condition, upon a claim being made upon the first it will be declined (if the condition as to non-liability beyond their own system existed in the carriage contract) upon the ground that they delivered in good condition to the next company whose receipt they hold. Then the next company will be liable clearly, and, the position being indicated to them, will of course settle.

There is, however, this to be said. Leaving these legal technicalities for a moment, it is quite an unusual thing for the delivering company to refuse to entertain a claim simply because they are being sued instead of the other company concerned. They know—their solicitor knows—perfectly well that one of the two must pay, and the ordinary practice is for one company to confer with the other and agree between themselves as to payment, subject to the claim being fairly established. The obvious course for A. B. & Co. now to take (assuming that they are not so anxious to obtain the trifling amount they asked for as to fight out a matter of principle) is to advise the wholesale house in Longton of the circumstances, and give instructions to them in future, when handing goods to the North Staffordshire to consign them by another route than the South-Eastern. The fact that the South-Eastern Company, when a reasonable claim is made, first shelter themselves behind a plea of "too late," and then, when sued, instead of taking up the matter with the N.S.R., plead "no contract," and so protect themselves a little longer, whilst their customer has to take the trouble to bring another action, ought to be made known as widely as possible, and probably this article will effect that purpose, as it will obviously be to the convenience of vendors of pottery in London and the South to have their supplies brought from Staffordshire by a company which will deal with their claims without putting them to this trouble.

However, the point must not be overlooked that a claim should be made for damages upon the first company to whom the goods were handed; and consignees, before they take proceedings, should ascertain what company this was.

The two points (*a*) and (*b*) are thus covered. Now, in conclusion, a word or two may be added in reference to the three days' claim limit. Obviously, railway companies must be protected on such matters, or they would have to deal with claims made perhaps months after delivery, and would be without any fair chance of investigating the circumstances for themselves. There must be fairness on both sides; and the Courts will only uphold conditions which are reasonable. No Court would, for example, allow the North Staffordshire Company to escape liability in the case we are dealing with on the ground that the claim was not made within three days upon evidence being given that it was necessary to make inquiries as to who were the parties to be sued, which would take three days, of course, by letter. But if traders would only take a few simple precautions in their dealings with railway companies, technical objections after this kind would not avail. When goods are delivered the consignee should always be careful how he signs for them. He should either examine them on the spot, and if any damage has occurred should endorse the carman's sheet thus: "Received in damaged condition; detailed claim to follow"; or, if it be not convenient to examine the goods there and then he should endorse the delivery sheet with the words "Not examined as to condition;" in the latter case an examination being made, however, as soon as possible, and a notification of claim for damage, if any, being sent in at once. Such notice, given in the terms indicated, is sufficient notice of a claim, and it need not be given to the original collecting company, since the delivering company are their agents, and notice to the agent is notice to his principal (at all events, in such a matter as this).

Before leaving the subject—and even at the risk of making this article too lengthy—it would seem appropriate to refer to the subject of "owner's risk," which enters into many of these railway transactions. The principle underlying the law relating to owner's risk is this: A railway company is bound by the Railway and Canal Traffic Act, 1854, to provide reasonable traffic facilities, and also to be responsible for neglect or default, notwithstanding any notice they choose to give to the contrary, *but* subject to the right being reserved to them to make any "just and reasonable" arrangement to the contrary. Such "just and reasonable" agreement must involve the offer of an alternative to the trader. "The company is bound to carry for a reasonable remuneration, and if they offer to do so, but at the same time offer, in the alternative, to carry on the terms that they shall have no liability at all, holding forth as an inducement a reduction in the price below that which would be a reasonable remuneration for carrying at carriers' risk, or some additional advantage which they are not bound to give to those who employ them with a common law liability—a condition thus offered may be just and reasonable" (per Lord Justice Lopes). And again: "If the consignor has an offer bona fide made to him of having his goods carried upon terms just and reasonable and he voluntarily chooses, in consideration of a pecuniary benefit, to exonerate the carrier from any part of his ordinary responsibility, a contract thus limiting the carrier's liability may be just and reasonable, though without the alternative option it would not be so." It is clear, therefore, that no trader is obliged to consign his goods at owner's risk, for it has been again and again decided that a railway company cannot force a trader to send at owner's risk (except in regard to explosives and other dangerous goods, which are specially provided for by Board of Trade regulations and by Act of Parliament)

So that as far as negligence is concerned, apart from any agreement in regard to owner's risk, the ordinary liability of a railway company may be summed up as being to fulfil the duty they have undertaken to convey goods in the same state as they received them, and to make good any loss or damage resulting from their failure to do so, subject, of course, to restraint or accident arising from the act of God, the enemies of the king, or the contributory negligence of the consignor. Proof of negligence thus practically means the production of a receipt for goods delivered to the company "in good condition," and evidence of loss or damaged condition of the goods when tendered to the consignee.

THE GLASS TRADE IN 1905.

THE "Glasgow Herald" gives its usual annual survey of trade generally, and devotes a chapter to the flint glass trade. There is, unhappily, too much truth in the writer's account of the displacement of British-made glass by foreign productions. We cannot, however, endorse all the statements made by the writer, neither can we accept all the conclusions he arrives at. There is an evident desire to state the case fairly, but the writer's information has not been quite accurate in all cases. He says "a great many superior workmen are now out of employment." The trouble is that the men out of employment are not capable of doing the superior work that is waiting for them. The restriction of the number of apprentices by the men's society has been a most serious impediment in the Stourbridge glass trade. Manufacturers are now overcoming this difficulty by employing non-society men, as was explained in the POTTERY GAZETTE last month.

The following are extracts from the "Glasgow Herald's" review :—

FLINT GLASS.—About the same number of hands are now employed in the flint glass trade in Glasgow as at this time last year, but there are fewer employed in other parts of Scotland, and in various districts of England considerably fewer are engaged. The trade in the United Kingdom has been decreasing year by year since the Franco-German war. In the Stourbridge and Midland districts eight glass houses have been closed—a clear proof that this artistic industry is swiftly declining, instead of which it ought to have advanced, considering the increased wealth and population of the kingdom. A Mr. Hollier, who died recently, stated that when he went to reside in Dudley there were five glass houses in full swing ; now there is only one, a limited company. A great many superior workmen are now out of employment, and many are working at trades in which they are not making half the money they made as glassmakers and decorators.

At one time large quantities of glass were sent to the United States from Glasgow, but now manufacturers are completely shut out of the market owing to the protective duties. Austria and other foreign countries, however, are still able to supply the American market, as they have protective duties, and sell their glass cheaper than they do at home. It cannot be said that there is any prospect of improved trade in the coming year, though there has been a slightly increased demand for high-class engraved and rock crystal glass for the American market from Stourbridge manufacturers. Rock crystal glass is partly produced by engraving, which is sunk deep into the glass and afterwards polished, but the supply of the cheaper glass, which is purchased by millions, and which used to find employment for large numbers of British workmen, is now in the hands of the foreigners, who send their glass into this country at prices which British manufacturers cannot compete against. They have Protection, and the men work at less wages and for longer hours than British workmen, and this gives them a great advantage in the market. Besides, their workmen blow the goods very expeditiously in moulds, which enable them to produce articles quicker than British workmen can by their old-fashioned style of working. It is not considered that the goods blown in moulds stand so well as hand-made goods ; they are much more liable to break in use.

People do not grasp that fact when they buy them, and as the shopkeeper can make a larger profit by selling foreign glass, which he buys much cheaper, it is clearly to his interest to sell that which yields him the most profit. Few young men are now being brought up to the trade. The number of apprentices has been much restricted, and judging by the way trade is going, there will be very few glassmakers left. There are not enough glassmakers in the kingdom now, if they were employed, to produce one-fiftieth part of the glass used in this country. More than forty-nine parts is of foreign manufacture, and many decorators purchase it plain, decorate it, and send it out as of British manufacture. The same remark applies to plate glass, which is bevelled and otherwise decorated, and goes out alone or in furniture as British manufacture.

HISTORICAL POTTERY AT MANCHESTER.

REFERRING to the Greg collection at present on exhibition at the Manchester Art Gallery, a Manchester art collector writes in the "Courier" :—An example of the ambiguity that is to be found in connection with the pursuit of historical research in these matters is to be found in the name of "Whieldon," which for years has been associated with quite an important branch of ceramics known as the Tortoiseshell or Clouded school, yet so far not a single specimen marked with this potter's name has ever come to light. Whieldon worked throughout the greater part of the eighteenth century, and Wedgwood, as a young man, was associated with him in business. In the case of the so-called "Blue Dash," Staffordshire, "Delft," or tin enamelled dishes, still more ambiguity has reigned. In the last wall case on the top shelf in the further room of the "Greg" collection at the Manchester Art Gallery may be seen a row of these rare and hence valuable dishes, nine in number. The term "Blue Dash" is applied to them because in many instances their border or rim is decorated with a blue dash, this dash being said to imitate the notches found in early Staffordshire dishes. The subjects consist chiefly of portraits of Royalty from Charles I. to Queen Anne, and only one religious scene is depicted, viz., the temptation of Adam by Eve. As a rule it would appear as though Adam were receiving an orange and not an apple, thus giving rise to the conjecture that some political significance is contained in the design. Distinctly crude, both in potting and decoration, these dishes (which are about 13 in. in diameter) would appear to have been ornamented by foreign hands—recording English celebrities and occasionally merely a floral subject, with a vigour which almost indicates a masterly touch. Expert opinion seems divided between attributing their manufacture either to Lambeth or Staffordshire, and most are agreed that they have been made in England, though possibly by Dutch potters. The body or paste is of a coarse, soft earthenware, coated on the front with a very hard stanniferous enamel, somewhat similar to the Italian majolica and the Dutch ware made at Delft, and the back is covered with a lead glaze, often of a yellow tinge. Many of them have two holes perforated through the raised rim at the back for the purpose of suspension, thus showing that their mission was for wall decoration rather than use.

Against their having been manufactured in Staffordshire

it may be argued that the county possesses practically no tradition whatever as to the class of ware known as "Delft" having been manufactured by any of her great potters. The early potters of Staffordshire, such as the Tofts, the Elers, Astbury, Ralph Woods, and others have had more or less distinctive characteristics of workmanship attributed to them. As yet, however, no individual of that county has so far been looked on as a manufacturer of "Delft ware," and this is particularly interesting. It would appear as though the Lambeth mantle of "Delft ware" manufacture had descended on Bristol and Liverpool, while Staffordshire, Leeds, and other districts have worked out their course on other lines. In favour of Staffordshire it has been said that some traces of such ware have been found there, but this evidence would seem to be slight, and Simeon Shaw describes a Delft dish made by Thomas Heath, of Lane Delph, about 1710, but from the nature of the decoration, viz., portraits of Royalty predominating, and from the fact that the dishes in question go back to 1668, and neither Bristol nor Liverpool seem to have laid claim to these productions, it would appear as though the balance of evidence were in favour of Lambeth, where it has been established that Delft ware was manufactured from an early period. No doubt seems to have been expressed as to a Lambeth origin for the larger and more carefully decorated dishes and plates, such as the "Jacob's Dream" dish figured in Church's "English Earthenware." This is enamelled both back and front, and the style is Italian, and not Dutch. The original is in the British Museum. It is also known that a number of potters were at work in the neighbourhood of Lambeth, which may account for considerable differences in style of workmanship.

It is acknowledged that in connection with the historically decorated earthenware jugs, tiles, and plates, &c., the Worcester-printed china, and later the blue-printed willow pattern and American view plates, there gradually developed a school of very able engravers and etchers. Whether Battersea for its exquisitely printed enamels, or Liverpool for its tiles, can establish the earlier claim to this artistic method of decoration is not of vital moment. There is a strong analogy of style and design of border in the work of Battersea, of Liverpool, and of that of some of the eighteenth century bookplate engravers; and in many examples of the cream-ware pottery printed in Liverpool by Sadler and Green we find an artistic quality of workmanship, which one day it is hoped will be more fully elucidated. It should be mentioned that for fifty years, from about 1750, when John Sadler and Guy Green first invented at Liverpool the application of ornaments printed from engraved copperplates, the Leeds and Staffordshire potters, including Wedgwood, sent large quantities of their earthenware productions to be printed in that town.

Liverpool's ceramic reputation has been strengthened by the "Delft" printed tiles which during this period she was producing in large numbers. These are highly appreciated by the collecting fraternity, and good examples will be found in the Greg collection in frames hanging in the inner room between the two large wall cases. These tiles are 5 in. square, and are both better potted and harder than the tiles which at that period were imported from Holland. The printing was in black, red, or puce, and they were used for the lining of stoves and walls. Professor Church gives a list of some of the dramatic characters engraved and printed on Sadler & Green's Liverpool tiles—but the highest artistic expression in this school of engraving will be found on some of the larger cream ware jugs. As a rule, the engraving of John Sadler is of a high order of merit, and specimens bearing his signature are rightly coveted as works of art as well as of interesting historical association.

THE UNITED STATES POTTERY TARIFF.

MR. JEROME JONES, of Boston, U.S.A., who handles both foreign and domestic pottery, writes on this question in an American contemporary as follows:—The tariff question is a many-sided one, and if we expect the consumers of those countries to buy American products we must view it from more than one standpoint. The tariff tax of 55 per cent. on white and 60 per cent on decorated amounts to nearer 70 per cent. protection when we count the full duty on outside packages, crates, &c., and also when the damage allowance clause was abrogated the importer pays full duty on all the breakage sustained on voyage. This 70 per cent. has proved prohibitive on the cheaper grades of earthenware. Consequently, no yellow or common white ware has been imported to the United States during the past five years, so that the American product in this line controls the market. On the better grades of English earthenware importations have steadily declined. During the past year, up to December 2, 1905, 42,645 crates were imported as compared with 48,878 the year before. The year before shows also an evident diminution of imports. This, in the face of the increase in population and consumption, shows that the domestic manufacturers' protection with present tariff barriers is excessive. The writer believes in a reasonable protective tariff on earthenware, one that should yield revenue to support the Government. If we want Germany and other countries to buy our food stuffs we must be reasonable with her products. Next March the new German tariff goes up, seriously against such countries as do not recognise the "give and take" policy. Will the producers of food stuffs, the great agricultural class, be content to see protected industries having 60 or 70 per cent. tariff tax, ask for more, on the ground that protection stimulates an industry. Already the stimulus of the present high tariff has fostered and encouraged potteries to be multiplied oftentimes to boom towns, which has induced over-production on the class of ware they make, and consequently a disappointing market. The claim that American potters have not prospered under the present tariff is an open question that can be answered on the old theory of "some do and some don't." The American potters who know how to make ware that is wanted have been prosperous, and show a steady gain in wealth and prosperity. Some of the newer enterprises who turn out an inferior product have not succeeded, and a higher tariff would not help them. They find it hard to compete with the older and more experienced American potteries which were better founded and more skilfully managed. The cause of failure to secure dividends from the unsuccessful domestic potteries is from the fact that competition between rival concerns who have not been able to combine on prices, and not on account of the large importations of foreign ware, and inability to compete with the foreign manufacturer. Combinations exist on certain classes of American ware in consequence of the tariff barrier, and the consumer has to pay more in consequence. It is a fact easily proved that certain kinds of American crockery are sold for fully 20 per cent. less to the foreign buyer than to the American dealer and consumer. How long will the American people be content to sustain the higher tariff which compels them to pay more for the same thing here than is sold to dealers and consumers outside of the Republic? I believe in a reasonable exchange of products, but when this question comes up to be considered facts will be presented that will show that want of more protection is not what the American potter needs so much as skill, skill which will enable him to compete with those makers, whether foreign or American, who have proved their ability to find what the retailer and consumer want, then a market follows. Mr. Jones also discusses the question of freight rates.

A SUCCESSFUL MERCHANT.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

WHEN I was a youth my guardian put into my hands a small work entitled "The Successful Merchant." It was written by the Rev. Wm. Arthur, and it has since transpired that it was, to a very great extent, the history of the life of a well-known successful merchant in the City of London, It was written and published as a kind of text-book for the moral guidance of young men in the pursuit of a business career. It is not primarily with that object that the following short account of another successful merchant is written; but if even to a small extent it serves a similar purpose, I am sure the subject of it will be pleased. I may say that he had no previous knowledge of the form in which I have utilised the interesting conversation we had a few weeks ago.

About twelve months ago Mr. Joseph Sniders, the senior partner in the firm of S. Schneiders & Son, general exporters, 35-41, Durward-street, and 113, Whitechapel-road, London, E., formally retired from business. In view of his long connection with Colonial trade, I desired to ask Mr. Sniders for a few particulars of his business career. He kindly consented to see me, and an appointment was made for an interview. Unfortunately, a cable message arrived notifying the breakdown in health of the resident partner in Melbourne, Mr. B. Sniders, which necessitated a member of the firm immediately journeying to Melbourne to take his place. Mr. J. Sniders offered to go at once to superintend the management necessitated by his brother's indisposition. He returned a few weeks since, and gave me the interview which had been so suddenly cancelled a year ago. I met him in his old private office at Whitechapel-road, when he explained that, though there, he was no longer financially associated with the firm, but attended in a sort of advisory capacity. "You see," he added, smiling, "I must do something! I like to feel I am still useful, though I do not want any more responsibility."



MR. J. SNIDERS.
Photo. by Davies Bros., Johannesburg.

Mr. Sniders is now seventy-two years of age; he is a man of portly build, and looks well and hearty. I congratulated him on his appearance, remarking that I had known him for a number of years, but did not notice much change in him. He spoke with gratitude of his generally good health, which he thought was largely due to his simple, careful manner of life. He has been a life-long abstainer, he does not smoke, and limits himself to a simple diet. By a series of questions (to some of which he at first hesitated to reply) I obtained the following particulars.

When he was quite a young man he went out to Australia with comparatively little capital, thinking there was a better chance in the Colonies than at home. His subsequent career shows that he was correct in his estimate. His success may be attributed first to his untiring energy, secondly to his strict economy, and thirdly to his uniform straightforwardness. I have heard instances of this in the Potteries, where an error had been made in his favour and was corrected by him.

I knew that Mr. Sniders had a partner in his early career in the Colony, and I asked him how he came to enter into it. He replied: "Well, in those early days large shipments of earthenware were consigned to Melbourne by English merchants to be sold by auction. A Mr. Marret, amongst other earthenware traders, attended these sales, and it was here that I formed a connection with him which developed into a strong friendship of mutual confidence. Eventually Mr. Marret found he could not spare the time to attend these sales, which necessitated him appointing someone to act in his stead He appointed me to purchase for him the particular goods which he required. This continued about twelve months, when Mr. Marret approached me and explained that for family reasons he desired to leave the Colony, and asked if I cared to continue his business in partnership in the Colony, and that he would go to England to buy. I remarked that 'I had not sufficient capital to entertain partnership,' to which he simply replied, 'What capital have you?' I said, 'About £300.' 'Well,' he said, 'I have about £6,000, so that we have £6,300 between us, which ought to be enough to provide for both of us, and I shall charge you no interest on the difference in capital.' He left me the business, went over to the Potteries, where he was well known and much respected, as some of my friends now living, such as Mr. A. Williamson, senr., and Mr. W. Hudson, senr., can fully testify. The partnership lasted about seven years. At the end of this period I received a letter from Mr. Marret notifying me that he felt too old to take any further active part in business and of his desire to retire, advising me to take stock, without suggesting or desiring that same should be audited or checked by a third party, and to remit to him all that I found was due. This unusual and special proof of confidence impressed me deeply and has never faded from my mind. This ended my partnership with Mr. Marret, which was closed to the mutual satisfaction of all concerned.

"About that time, my brother, Mr. B. Sniders, came out to me in Melbourne, and whom I trained to the business and ultimately gave a share, since which time we have traded as J. & B. Sniders, general importers, at Melbourne, and were associated with other members of the family in the firm of 'S. Schneiders & Son,' London, where we carry on an extensive hat and cap factory employing about 1,000 hands."

I was a little puzzled at the difference in spelling the name, and, as delicately as I could, I asked Mr. Sniders how it came to be so. There was no hesitation in his explanation. He found, when he commenced business in Melbourne, that mistakes were continually being made, both in pronouncing and in spelling Schneiders, and so he got over the difficulty by formally adopting the abbreviation "Sniders," which is now his proper name and the name of the Melbourne firm, though the English house remains "Schneiders."

The loss of Mr. Marret made it necessary that Mr. Joseph Sniders should reside in England to attend to the buying and shipping, and since that time he has resided here, journeying backward and forward to the Colony as necessity arose. Though the branch of the firm trading as J. & B. Sniders are engaged all round as general merchants, the firm are principally concerned with pottery and glass. In these they have done an extensive business, in the course of which Mr. Joseph Sniders has been personally acquainted with many of our manufacturers, and it is not too much to say that he is respected by all who know him. This is usually accounted a stereotyped phrase, but in this instance it may be accepted as literally true. It

would not, perhaps, be becoming to say in a trade journal all that could be said in this connection. I was much impressed with the veneration with which Mr. Joseph Sniders is regarded by members of his own family. While Mr. Sniders was on his way out to Melbourne, in September last year, and after he had formally retired from business, a letter was received in London from the chief manager of the National Bank of Australasia, Melbourne. On behalf of the board of management the writer congratulated Mr. Sniders on his retirement from active service, and concludes: "We can assure you with sincerity that throughout your upwards of forty years' association with the bank there is not a more unsullied and honoured name on our books." This letter, arriving in his father's absence, the son has had framed, and I am permitted to copy this extract from it. It will interest many in the pottery trade who know Mr. Sniders to learn that this letter from the bank bears the following endorsement, which I am also permitted to copy:—"Endorsed by Ridgway. Wish there were a few more like him.—E. A. RIDGWAY." It is easy to excuse the just pride of the son, who, alluding to this testimony, said in a burst of filial affection, "I do not want my father to leave me money or anything else—that is quite enough."

Mr. Sniders' success has not been attained without much labour—perhaps I should say not without much conscientious labour. In the course of business he has made thirty-two voyages between this country and Australia, and he has been six times to South Africa. I am not sure that, although out of business and "unattached," he would not start for Australia again if his late firm hinted that he could be of service by going. He looks physically and mentally equal to that or any other journey. While seated in his office I noticed a small card on which was printed in plain block letter, "DO RIGHT TO-DAY." The card was fixed at the top of a small mirror. With my customary inquisitiveness I asked the reason for its presence there. Mr. Sniders smilingly said he stuck it on the mirror as a place where he and others would be very likely to see it! And then he told me the origin of it. It appears that in writing to his son from Melbourne he had used this expression, and thought no more about it. A few days after, the clerk who had written the letter at his dictation said to him, "Do you know, Mr. Sniders, what you said to your son in your last letter has been in my mind ever since. I am thinking of it all the time." Mr. Sniders asked him what he referred to, and the copy of the letter was turned to. Mr. Sniders told me that though it had not remained in his mind after writing it, he, too, became impressed with its importance when his attention was recalled to it, and he had had it printed on the card I saw. I said it was a sterling maxim, and hinted that I should like to know the context. At my request the letter file was sent for, and the original passage in the letter which had so deeply interested the Australian clerk was shown to me. There had been some correspondence as to a particular course to be pursued in a certain matter, and in reference to it the father in Melbourne wrote to the son in London: "There is no need to take too much account of the past or the future. It is the living present we have to face and always to provide for. Do right to-day. Let this be your past and future. There will be no need then to regret the former or fear the latter."

As an incident in the business life of to-day this is more than interesting, and this fact will account for its introduction here. On his return voyage from Australia by mail steamer *Mongolia*, Mr. Sniders had the pleasure of General Booth's company as a fellow passenger, to whom he was ntroduced early in the voyage, and with whom he had frequent interviews. I could say more about this very nteresting acquaintance, but this is not the place to say it. Mr. Sniders has earned his rest, and we wish him many years of health to enjoy the fruits of his successful career.

THE RETAILER AND THE MANUFACTURER——A RETAILER'S REJOINDER.

(SPECIALLY CONTRIBUTED.)

THE article by Mr. W. M. Binns is of very great interest, and I hope will not pass unnoticed by the large number of retailers who read THE POTTERY GAZETTE. I hope, when I open the February number, that there will be several replies from retailers on the subject. As a bonâ-fide and legitimate china and glass dealer, I should like to give my views on the subject. After reading the article, the greater part of which I most thoroughly agree with, I sat down and thought the matter over. Is the retailer greatly to blame, as Mr. Binns implies? I have come to the conclusion in a very short time that he is not. It should be remembered that I am taking up the defence from a bonâ-fide china and glass dealer's standpoint.

The reason why retailers have taken up selling so much foreign stuff in our trade is very easy to answer. They have been obliged to do so, or else be compelled to close their doors. I am sure that 90 per cent. of retailers would much rather sell British-made goods, and I feel sure that Mr. Binns would come to the same conclusion, if he interviewed dealers on the matter, or if he had read all the articles which you have published on china and glass stores in various parts of the country. Your commissioner has often, in his interviews, asked the retailer the question: "Why do you stock so much foreign goods?" and the answer has generally been: "The public will have it; they will have the cheapest, or, rather, the lowest-priced article." In that lies the whole matter.

A good many years ago the cheapest cut tumbler that was stocked by a firm doing a high-class business was about 8s. a dozen. What is the demand in the same establishment to-day? A customer enters the shop and asks to see some tumblers. As a rule the assistant will produce an English-made glass, and say "These are 8s. a dozen." "Yes," says the customer, "I want something less than that," and, after going through several grades, at last selects a Belgian glass about 3s. or 3s. 3d. a dozen. Again, a toast-rack, sick feeder, breakfast cruet, or any of the one thousand and one articles that make up a china dealer's stock, we will say 2s. is asked for an English-made article. You very often get a reply something of the following: "Oh yes, very nice, indeed; but have you not got anything cheaper. I saw something very nice at Messrs. X Y Z's (a firm of drapers) at 6½d., that would do quite well; have you nothing like it?" Then, if the retailer cannot produce the foreign-made article, the customer will go to X Y Z's, and the retailer will lose a customer, not only for the article that is then required, but probably in the future that customer will not go to his shop.

The thought comes to me, perhaps, why do the public want such low-priced articles? And my answer is this: They have been educated down to it (I was going to write educated up, but that would be wrong) by drapers. 6½d. bazaars, grocers, &c., going into our trade and making special lines in crockery of foreign manufacture. I maintain that, had it not been for this competition, Mr. Binns would not have to make the complaint he now does. I quite agree, and deplore as much as he does the huge amount of foreign goods that are sold in this country; but it is useless to appeal to the retailer, who is only the servant. He must appeal to the masters who have the control of the matter, and they are the great British public. Make the public realise the fact that by buying British goods they are doing good to their country, and get them to

insist on having the article "Made in England," and the retailer will not be slow to see that they get it. I come across a number of people who will have English-made glass and china, but, unfortunately, they are in the minority.

Whether, under the present condition of affairs, the retailer who stocks only British-made goods would bring a return a hundred-fold is very doubtful, for one has seen during the last few years the closing up of fine old businesses, where the best quality was sold, and the proprietors would not move with the times and sell shoddy foreign goods. Some older members of the trade would be able to tell more than I can about this. Even in my time I have seen several china and glass shops, where the best British-made goods were sold, disappear.

In conversation with a china manufacturer from the Staffordshire Potteries last month, he stated to me that practically next door to his pottery there was a shop with a big display of foreign china. Even in the districts where china is manufactured, and practically the whole of the population is directly or indirectly dependent on the potting industry, even there is foreign pottery sold. Let the British workman recognise that when he buys a foreign article he is doing an injustice to a fellow man, not only the workman, but every person in this country. Let their motto be, "Encourage Home Industries"; then you will find that the retailer will respond to the demand, and British goods will not be laeking to supply.

It may be that a few retailers do push foreign goods, but I am sure that the majority do not. For some years past, one of the advertisements of the firm of which I am a member, has been the following:—"The preference given in buying to English-made goods."

Legal.

Alleged Long-Firm Fraud.—At the Old Bailey, on Jan. 16, George Y. Jorey, a traveller, pleaded guilty to forging and uttering an endorsement on a cheque for £2 2s. 6d. Originally the prisoner had been indicted with a man named Robert Lewis, otherwise Evan Gwynne, trading in Fore-street, Edmonton, and Grand-parade, Harringay, for alleged conspiracy to defraud by means of a long-firm swindle operating in North London, but this charge failed, though Lewis was subsequently convicted of obtaining large quantities of goods by false pretences. The Commissioner (Judge Lumley Smith) sentenced Jorey to nine months' imprisonment, after two previous convictions against him had been proved. Sentence on Lewis was postponed.

A Question of Liability.—In the City of London Court, on January 25, before his Honour Judge Lumley Smith, K.C., an action was brought by Messrs. James Murray & Co., glass manufacturers' agents, 24, Bartlett's-buildings, Holborn Circus, to recover the sum of £4 10s. for thirty-six tumblers supplied at 2s. 6d. a dozen to Mrs. Edith Wood, 86, Turnpike-lane, Hornsey. The defendant said she managed her mother's business, and that the goods were broken in the crate by being dropped by the carman before they were delivered to her. Mr. A. E. Webb, in the employment of the plaintiffs, said that he dealt with the defendant on several occasions, and that the goods were sent to the premises where she was in business in the city. He knew nothing about the crate having been dropped, and the defendant did not return the goods. It was not true that he had told her to send them back. The defendant in her evidence said she was never the proprietress of the business to which the tumblers were supplied, and that she managed it for her mother. As a matter of fact the glasses were too large. Judge Lumley Smith said he must find for the plaintiffs for £4 2s. 6d.

Alleged Obtaining of China by Fraud.—At the Guildhall, on January 24, before Alderman Sir David Evans, John Killingley, alias John Lester, 27, a clerk, of Shorncliffe-road, Old Kent-road, S.E., was charged on a warrant with forging and uttering an authority on the London and North Western Railway Company for the delivery of two crates of chinaware, valued at £18. Mr. Lovett, who prosecuted, said the accused was a clerk in the service of Hughes & Co., merchants and shippers, Aldersgate-street, and it was his duty, among other things, to attend to the correspondence. In November last the firm ordered from Staffordshire two crates of china, and eventually received the usual advice that the goods were lying at the railway depôt. That arrived on December 23, and the prisoner, who was opening the letters, took possession of it. He then wrote out a document authorising the railway company, in his employers' name, to deliver the two crates to a certain Isaac Fellman. This was done, and Fellman disposed of the property in Houndsditch for a sum very much under cost price. The prisoner then stayed away from the office and telephoned to the prosecutors that he had "borrowed" £9 from Fellman on the goods. Of course he had no authority whatever to use the firm's name in that way. It now appeared that he had started business in chinaware on his own account under an assumed name. Detective-sergeant Thompson gave evidence as to the arrest, and the accused was remanded, the alderman agreeing to accept bail in £250. The hearing was resumed on January 29, when, after further evidence had been heard, Alderman Sir W. Wilkin said: "I do not think any jury would convict in this case; more than that I do not intend to say," and the prisoner was discharged.

Selling Scientific Secrets.—On Jan. 2, C. H. Thompson, consulting chemist, of Stourbridge, sued R. Rhodes, Providential Works, Lye, Worcestershire, manufacturer, for £100, balance due on the sale of certain formulæ. Mr. Disturnal appeared for the plaintiff, and Mr. Dorsett for the defendant. Mr. Disturnal said the plaintiff chiefly devoted his time to the chemistry of the glass and enamel trades. He invented several valuable formulæ and recipes for the preparation of enamels. These he sold to the defendant for £126, and the claim was for £100, £26 having been paid on the signing of the purchase agreement between the parties. There was no question as to whether the enamels were commercially successful or not, but the question was whether the plaintiff gave the defendant instructions with reference to the manufacture of enamels. Defendant had entered a counter-claim against plaintiff for £26, the amount paid on the signing of the agreement. Plaintiff had always been willing to show defendant how to use the formulæ. Mr. Disturnal asked his Honour to make every endeavour to prevent the formulæ being made public. Mr. Dorsett denied that the formulæ were accompanied by written instructions. He asked his Honour to direct that the formulæ should be handed over for examination by a specialist, for defendant contended they were absolutely valueless. By the agreement not to disclose the secret defendant could not take that course. It was absolutely Greek to him, and he desired it translated. Plaintiff gave evidence bearing out his counsel's statement. T. Chambers, manager of an enamel works, said his firm did a large business, and used plaintiff's formulæ, which were similar to those sold to the defendant, without difficulty. Mr. Dorsett called the defendant, who said he embarked in the enamelling business in August, 1904, on the advice of the plaintiff. He himself was unable to make anything of the formulæ, and an enameller whom he employed used his own formulæ. The jury found for the plaintiff on both claim and counter-claim, and judgment was entered accordingly, with costs.

AMONGST PROVINCIAL DEALERS.

(BY "POTTERY GAZETTE" SPECIAL COMMISSIONERS.)

(*Continued from page* 81.)

CHESTER.

CHESTER is one of the most interesting, and certainly the most quaint, of the cities it has been my privilege to visit. I have been there frequently and have passed through it more frequently still, but I have never been able to carry out an intention formed years ago, to visit it expressly for pleasure. I have always been there on business, and it has never happened that I have had time to devote to a proper inspection of the ancient city. When I was there a few weeks ago, engagements at places beyond made it imperative that I should leave Chester as quickly as possible. I happen to be acquainted with many of the old historical associations with which the famous city abounds; and as many of the business thoroughfares, and even some of the buildings now in use, were factors in those ancient associations, I found my work more than usually interesting. The city is divided into four principal blocks by the four principal streets, Northgate-street, Eastgate-street, Bridge-street, and Watergate-street, which radiate at right angles from "The Cross," the centre of the city, and terminate in the four gates in the city walls. (Chester is the only city in England that has its walls perfect in their entire circuit.) I had business in each of these four streets, so that I came immediately in contact with a remarkable and characteristic feature of the city, in what are called "The Rows." These curious and picturesque "Rows" are not met with in any other city, so far as I know. My first call was in Bridge-street—this is one of the streets which has "Rows" on each side, from one end to the other. In Bridge-street there are shops fronting to the street, and on a level with it. Their premises extend a long way back on the same level, but they have no upper rooms. What would be the first floor of the houses in ordinary streets are converted into a continuous gallery, open to the street, and approached by flights of steps at each end, and at intervals from the street below. This gallery, or promenade, which is flagged or boarded, forms the pavement in front of another row of shops. There is thus one street of shops over another. The rooms above this "upper street" are carried over the pavement I have mentioned, bringing the front level with the shops below, and forming a pleasant promenade protected from wet or heat. Some of the best shops in the city are in these curious Rows, which may be described as the "Bond-streets" and "Regent-streets," of Chester.

Francis & Co., glass and china dealers, have a large and well-stocked shop at 63, Bridge-street Row. To those unacquainted with the city it would appear that these shops above the street level were at a disadvantage, but Mr. Francis assures one it is otherwise, and that people who go shopping in Chester never miss the Rows. The firm have a very attractive window, but at the time of my visit it was filled with a miscellaneous assortment of goods, which were being "cleared out" at reductions to make room for the Christmas novelties. The window was therefore, just then, not a true index to the class of goods kept in stock. There are some of the best productions in glass and porcelain. The business is an old one, and the regular customers include some of the first families in the district, so that high-class goods form a conspicuous feature on the stands and shelves. On the other side of the "pavement" in front of the shop, the firm have a glass case in which specimens of choice pottery and glass are shown. This can be seen from the street below, and is a good advertisement. Mr. Francis showed me over their premises, extending a long way back, and affording room for a very large stock. They keep all descriptions of domestic glass and pottery, from the best to the moderate in price, and show an excellent variety of ornamental goods. Chester is a show place for visitors, and particularly for Americans, who make it one of their first calls after landing at Liverpool. Chester tradesmen, therefore, cater specially for them in the way of souvenirs, and Messrs. Francis & Co. do it with spirit. They are the sole agents in Chester for Goss' china arms ware, and display a full line of his shapes with local arms, crests, &c. I did not see their shop in its most orderly form. That it was attractive could not be denied; but in a position like theirs, "selling off" bills and "clearance sales" are only temporarily attractive. They serve a very useful purpose, not only in the disposal of an accumulation of oddments, but in announcing the approaching show of new goods. Messrs. Francis were contemplating making a very fine window display for Christmas, and I hope the results have been satisfactory.

Mr. F. Richardson, glass, china, and earthenware store, 81, Foregate-street, has very extensive premises, in one of the widest thoroughfares in the city. At the time of my visit he had an elaborate display of specialities for Christmas. He evidently understands the value of a shop window as an attraction to the shop. In the midst of seasonable decorations, in which holly played a conspicuous part, there was a realistic representation of a monkey swinging on, or climbing up a rope. I do not suppose Mr. Richardson contemplated selling many monkeys—but people who stopped to look at the monkey saw a great many other things, and to see and admire is the first step to purchasing. Mr. Richardson not only knows how to attract customers to his shop, he knows how to treat them when he gets them inside. He simply has arranged for inspection almost every variety of glass, china, and earthenware that a buyer could ask for. If a customer does not get suited, it is not because of limited choice, for a better assortment could not be desired. The selection of toiletware, dinner ware, tea and breakfast ware, and table glass, of all the usual kinds, has been made with discrimination, and I ventured the remark that he had evidently had a lengthy experience in buying. "No," he said, "not so very long, I have only been in the trade about fifteen years." Mr. Richardson is still a comparatively young man, but he seems to have acquired what many older men have not succeeded in obtaining, a thorough knowledge of the requirements of the public in pottery and glass, and, in addition, the ability to supply them. This is the more remarkable as he gives one to understand that when he commenced business in our trades, fifteen years ago, he knew practically nothing of them. I have always maintained that previous experience is essential to anyone opening as a retail dealer in pottery and glass. Mr. Richardson is a striking exception; but I may add he is just the exception which proves the rule. He had been an experienced buyer in another trade, and his business knowledge thereby gained, coupled with his exceptional energy and enterprise, no doubt served him instead of experience. It is greatly to his credit that he should have built up such a business in so short a time.

Mr. R. B. Whittingham, glass and china merchant, 24, Bridge-street, has an old-established business in one of the best thoroughfares in the city. There has been a pottery and glass shop there since 1820, but the character of the trade done has varied at different periods. Just now, the stock kept is of a miscellaneous general character, The supply of domestic earthenware and china is up-to-date. consisting largely of good medium-class grades. There is ample choice in printed and enamelled dinner services.

in the latest shapes and the newest patterns. The selection of tea and breakfast ware is equally varied, and all the useful and ornamental goods now essential to a comfortable home, are to be found at Mr. Whittingham's. But the domestic requisites do not comprise the whole, nor yet the majority of the goods stocked in this "Chester and North Wales Glass and China Depot." An important section of the business is devoted to hotel, club, restaurant, and confectioners' stores. Mr. Whittingham knows how to cater for these. He has in stock the productions of several manufacturers in vitrified earthenware, made expressly to stand the rough handling met with in dining rooms, &c. He keeps a large supply of glass for licensed victuallers' use. This trade involves the keeping of a heavy stock, for the users do not now lay in such large stocks as they once did. It has become the custom for the pottery and glass dealer to supply small quantities, as the customer requires them. Large stocks are therefore indispensable for those who do this trade thoroughly. Another branch of Mr. Whittingham's business consists in letting out on hire, glass, china, knives, forks, spoons, &c., for excurisons, pic-nics, beanfeasts, dinners, suppers, and other entertainments.

Mr. John Barber, glass and china dealer, 17, Eastgate-street, one of the central streets radiating from the point called "The Cross." (The old town cross once stood here, but it was pulled down during the troubles of 1646, and was subsequently erected in the grounds of Overleigh Hall. After some other vicissitudes the original cross is now preserved in the Grosvenor Museum.) The site of Mr. Barber's shop is still, as it was even in the time of the Romans, nearly the centre of the city, and therefore is well situated for attracting the attention of visitors who make a point of seeing the city walls and the city gates. Visitors are good customers to retailers in Chester, and there are special souvenirs for them, but after all the mainstay of a glass and china business like that of Mr. Barber is in the necessaries of life which are of pottery and glass. Ornamental and useful tableware are his principal lines, and he shows samples of the newest and best in both. His stock is well selected; he has an assortment as nicely varied in shapes, decoration, price, as can be seen anywhere. Mr. Barber, himself, is from the Potteries, and in addition to being a capable salesman, he is a judicious buyer. He acquired his knowledge of pottery in a manufactory and it is invaluable to him now.

Weighill Brothers, 126, Northgate-street, have only been a few years in the business, but it is a live concern all the same. Our readers will remember it as formerly conducted by a Mr. Humphreys. Mr. Weighill has another appointment which occupies all his time, and the business is therefore managed by Mrs. Weighill, assisted by her two sons. I understand the business was bought for the benefit of the sons, hence the name adopted for the firm. The extraordinary part of the enterprise is that none of those now running it had any previous experience of our trades, and yet the business is improving steadily. The secret of it is that Mrs. Weighill had a good business experience in quite another line, and she seems to have applied it to china and glass with equal success. Her son (I only saw one) has inherited her shrewdness. His knowledge of useful pottery is remarkable, when his short acquaintance with it is remembered. There cannot be any doubt about a retail pottery and glass business being a most suitable one for any business woman. Mrs. Weighill buys all stock, and personally superintends the selling of it as well. She was kind enough to acknowledge the assistance she had received from the POTTERY GAZETTE, and more particularly she mentioned that both she and her son had been so impressed by the suggestions made in the November issue, as to a special Christmas display, that they were carrying them out to the letter. It will be remembered that it was suggested that dealers should have a "clearance sale" during November, with an announcement that it was held to make room for their special goods for Christmas. They pointed to their window and there I saw in large neat letters the very words suggested in our GAZETTE. I was there in the middle of November, and Mrs. Weighill told me that the Clearance Sale had been a great success, and that they intended to follow the instructions given for making a very special and attractive window display of Christmas goods, throughout December. They do not mind the little extra trouble—taking pains in the conduct of a retail business is like tilling farm land. It is sure to be productive of good results. During my visit everyone was working, and the son was carrying up several large pieces of brown ware for a customer to select from. I was not surprised to learn that the business had increased greatly since they had acquired it.

Mr. Edmund Evans is a wholesale and retail glass and pottery dealer, with a good shop at 50, Broughton, stands in the Market hall, and a large warehouse at 31, Canal Side. Mr. Evans was at the warehouse, when I called at the shop in Broughton. He was sent for and on entering the shop, he had all the appearance of a man hard at work. In addition to the retail trade done in the shop (a very attractive one) he does a good business with small shopkeepers and hawkers. He seems to thoroughly understand the trade, and, what is of equal importance, he understands his customers. A man requires special qualifications to trade profitably with hawkers, and I should think Mr. Evans has them to perfection. He has been in the trade all his life. The business was commenced forty years ago by his father, who is living still, but leaves business entirely to his son. Mr. Evans says his father was fortunate in making money when our trades were brisk, and "he had the good sense to stick to it," so that now he is living quietly. Mr. Evans does a middle-class and cheaper trade. He does not touch best goods at all, but keeps some fairly good sets in his shop, while the wholesale trade is almost exclusively in the cheaper lines. He has a very large stock both of cheaper earthenware and china and of glass. He is annoyed that our British glass is so handicapped against the foreign productions. He would rather handle British goods, but says the advantages to dealers are all on the side of the foreign. Mr. Evans has a good connection amongst licensed victuallers, and he stocks all glass requisites for hotels, restaurants, and refreshment rooms. The half-pint and five to quart tumblers, wine and spirit glasses, both best and common, which he keeps (and he has a very large stock of them) are nearly all foreign. He has several specialities in jugs, mugs, and other pottery for the trade. He repeated the almost universal complaint of British dealers in our trades, as to the unsatisfactory system of charging for crates and straw. Dealers who do not expect to have these free still think that manufacturers might include packages and carriage in the cost price of the goods as foreign houses do. I know there are many difficulties in the way of this, but I am always at a loss to answer dealers who say, "Foreign houses can quote us delivered free and free packages: why cannot English houses?" This package question will have to be tackled seriously some day. It may be to the advantage of the trade to deal with it soon. The branch of the China Dealers' Association nearest to Chester should secure the active co-operation of Mr. Evans.

It appeared to me that a number of small dealers had disappeared since I was last in Chester. There are still many tradesmen connected with other industries who keep small stocks of household crockery and glass, but the small shops dealing in china and glass only are very few, and are mostly met with in the outskirts.

RHYL.

Rhyl is now a popular watering place with a resident population of a little under 9,000. It has doubled its population in the last thirty years. There are many ancient buildings and some castles of historical note in the neighbourhood, but its rapid development as a health resort is due to its pure air, and as a watering place to its extensive stretch of firm sands. There are many handsome houses, and several fine wide streets, devoted to retail businesses. The shopkeepers, of course, depend upon the visitors for the bulk of their trade. The local authorities have been enterprising in introducing attractions to supplement the sea air and the sands, and have provided winter gardens, racquet courts, tennis grounds, and there are golf links, but I do not know whether these are due to public or private enterprise. The newer portions of the town consist mostly of well-built boarding houses. It is to the migratory residents in these that Rhyl tradesmen look. There are some handsome new buildings on the Front, including the Queen's Arcade—a business thoroughfare that appears to be mostly utilised during the season. At the time of my visit (November) most of the shops were closed for the winter months. I looked for a china shop there, but could not see one. Probably, when the summer comes round, there will be the usual show of present and view ware. I, however, did see a closed glass case in the Arcade, containing a good selection of high-class porcelain —just the pieces that would attract a lady wishing to take away a pretty present for a friend. Probably these will be on sale there when there are visitors to buy them, but at present there is the very distinct announcement that they can be purchased from **E. Wedgwood,** 4, Bodfor-street, Rhyl. I at once made my way to that address and found a very handsomely appointed shop. I asked to see "Mr." Wedgwood, and was told that there was no Mr. Wedgwood, but that Mrs. Wedgwood would be there in a few minutes. The inscription over the window and also on a plate at the foot of it was the single word "Wedgwood." But that it was not a "shop" run by the enterprising Etruria firm of manufacturers was evident by the goods shown in addition to "Wedgwood" ware. All the things prominently shown are high-class. There are some good medium-priced lines on the shelves, but the general appearance shows that the trade cultivated principally is in best goods. While I was mentally "taking stock" of the beautiful display, Mrs. Wedgwood came to me—a portly lady, a little past middle-age, but exceedingly active. In a most genial manner she inquired my business. I handed her my card with an expression of regret that I was not a customer. I fear she was momentarily disappointed; but when I explained that I was merely looking round some of the china shops in Wales, she was as agreeable as before. I asked her if she was connected with Wedgwoods the potters, and she said no, only as a customer buying their goods; there was no relationship between the families. I found that the business had been established there for forty years, but that her husband had been dead some time, and that since he died she had managed it entirely herself. Mrs. Wedgwood laments that business with her is not what it used to be. In spite of the development of Rhyl as a watering place, buyers of high-class porcelain and glass are not so numerous as they were. She did not like the introduction of cheaper goods into her stock to any great extent. I can quite understand that, having handled "the best" so long, it was not to her taste to deal in goods of a lower grade. Her shop, on the face of it, is a high-class one. It has a handsome frontage, with a large and well-dressed window. In a recess at one side there is a plate-glass door that is kept closed, giving one the impression of a shop in Bond-street, London, rather than of one in a small health resort in Wales. There is just that air of refinement about it that would attract the attention of the fashionable visitor to Rhyl, but it does not particularly appeal to the "week-ender" or the excursionist. At a glance round the shop, with its fine centre stands and well-arranged shelves, there are to be seen specimens of Crown Derby, Doulton, Minton, Wedgwood, Worcester, and other high-class ornamental and useful porcelain. There is also a good variety of beautiful dinner ware, toilet ware, and tea and breakfast ware by other famous pottery firms. It perhaps would jeopardise the select trade to introduce the cheapest grades of china and glass (and Mrs. Wedgwood is too conservative to do that); but, if she was younger, she might with advantage conform to the spirit of the times and give more attention to good medium-class goods. This, however, is presumption on my part. The lady is a keen business woman who understands her trade. Her methods are not aggressive, and no doubt the quiet trade suits her better than the competitive one, though the latter would be more profitable to a young man with energy and enterprise.

Mrs. Elizabeth Beech, Wellington Hall, 19, Wellington-road, has an excellent shop with as good an assortment of glass, china, and earthenware as any customer could desire. Buyers, and especially ladies, have a habit of asking a dealer, "Have you any others?" when a number of shapes and patterns have already been submitted for their inspection. Mrs. Beech seems to have anticipated such an inquiry in the display she makes in her shop. A customer would be fastidious indeed who could not find something near her ideal if she looked around. All grades of useful and artistic pottery and glass are well arranged. Royal Worcester, Doulton, and many other productions in fine porcelain are found amongst the dinner, tea, and toilet wares of most of the best Staffordshire houses, together with many of the cheaper lines. There are residents in, and visitors to, Rhyl of all ranks, and Mrs. Beech's aim seems to be to have something to suit any of them who may visit her shop. She keeps really a very inclusive range of all domestic pottery and glass. Boarding-house keepers are numerous in Rhyl, and changes in proprietorship are frequent. Mrs. Beech can furnish a boarding-house with every article required in china, glass, and earthenware at once from her large stock. She keeps many specialities, especially in toilet services, for this business. She is the local agent for Messrs. Tooth's "Bretby Art Ware," of which she keeps a good stock. Art pottery, including flower-pots and vases of several well-known makers, and several fancy lines are kept. The latter are selected as suitable for presents, and include a variety of Heraldic china, which is a special feature at Wellington Hall. Mrs. Beech lets out glass, china, earthenware, cutlery, &c., on hire, supplying everything in those lines that is wanted for dinners, suppers, pic-nics, and other pleasure parties. The shop is well adapted for a brisk business, and in the season I should think Mrs. Beech gets her share of any trade there is about. She deserves it, for she is energetic in seeking it. I saw some very attractive illustrated posters in various parts of the town drawing attention to her shop, and I am sure she understands the art of pleasing her customers when she gets them there.

Rhydwen, Jones & Davies, general house furnishers, have spacious show-rooms at 33 and 34, Queen-street, store-rooms in Morley-road, and a warehouse in Crescent-road. In passing their Queen-street premises I noticed an enclosed glass case containing a selection of first-class china. There was no china room visible from the street, but I concluded there must be one, and a good one, inside, so I went in. I was taken through several large rooms full of furniture and hardware, and to their pottery and glass department. This is a glass and china shop pure and simple, and a fine one, too.

With such a large display inside I expressed my surprise that they had not a window display of our goods. Their answer was that it is well known that they have a china department, while for those who do not know the case of china is a sufficient indication of the fact. Occasionally, however, they have a front window display of pottery and glass, and that keeps the fact that they sell those goods well before the public. The bulk of the things shown are domestic requisites of everyday use, with a nice assortment of ornaments. The stock, however, includes some of the best productions of our best makers, including a large show of Worcester china.

LLANDUDNO.

This popular watering-place is a favourite resort of residents in the Midlands, and is as well known to them as the watering-places on the South Coast are to Londoners. Its popularity is of recent growth, dating from about 1870. It is prettily situated in a sheltered bay between the two high hills which rise almost perpendicularly from the sea—Great Orme's Head and Little Orme's Head. Its great attractions are its sheltered position, its splendid facilities for sea bathing, and the picturesque surroundings. The growth of the town is indicated in the census returns. The population in 1871 was 2,762; while in 1901 it was 9,307. It is, however, estimated that in summer it is capable of accommodating about five and twenty thousand visitors, and its proximity to Liverpool and Manchester as well as to the Midland centres of industry, causes it to be nearly always full throughout the season. It is the knowledge of this that has induced so many retail dealers in all trades to open shops there. Llandudno is the resort of the invalid as well as of the mere holiday maker or pleasure-seeker, and it provides accommodation for all classes, from the peer and the rich landowner to the merchant's clerk and the working man. This accounts for the varied stocks kept by the local tradesmen in all industries. There is variety in ours.

Mr. J. Davies, the Ironmongery, Glass, and China Stores, Lloyd-street, keeps a useful variety of cheaper domestic earthenware, china, and glass. He has a very neat and well-arranged shop, well situated for doing the particular trade he seeks. He evidently aims at supplying customers for hardware with glass and pottery at the same time. He has not been long established, and the pottery department has not yet had a proper trial. Mr. Davies' shop will be a convenient one for a certain class of buyers.

Rhydwen, Jones & Davies, Mostyn-street, and Vaughan-street, have a handsome corner block of buildings. They are general house furnishers. Their business at Llandudno is similar in all respects to that carried on by them at Rhyl, and of which I have given a short account. In Llandudno, however, they have a front shop devoted entirely to pottery and glass and with a neatly arranged window.

Mr. F. Holland, glass and china dealer, Lloyd-street, has an imposing shop-front, remarkable for its lofty window, consisting of one large pane of polished plate glass, reaching from the fascia to within a very short distance of the ground. This admits of an attractive window display. Judicious use is made of this opportunity, with the result that a splendid show of useful and ornamental goods is always to be seen there. Mr. Holland tells me he changes the contents of his window frequently. There is a wide pavement in front of the shop, and the thoroughfare itself is exceptionally wide just there, so that the window is seen at a distance by persons approaching it in either direction. The shop is well arranged with neat stands and cases and ample shelf-room. Mr. Holland stocks dinner, tea, toilet, and dessert ware of nearly all the best makers while his collection of art ware is a good one both in extent and quality. He is agent for Messrs. Copeland, Minton, Carlton, Doulton, Booths, Old Crown Derby, Bisto, and Bretby ware, and keeps a large stock of their goods. He caters principally for a high-class trade, and has formed a good connection with the gentry residing in the surrounding country, and is patronised by the best of the visitors in the season. But he stocks other grades of goods as well, and can supply not only medium-priced useful domestic goods of all kinds, but a variety of inexpensive fancy goods. He laughingly said he could supply goods at all prices ranging from sixpence each to £250 a set. I was naturally curious as to the last-named, but he soon substantiated his jocular remark. He showed me in his front window some pieces forming part of an old Spode dinner service. He has the set complete, and perfect in every piece, and his price for that is £250. "And so you are a dealer in antique as well as modern ceramics?" I remarked. He explained that, in addition to his regular glass and china business, he is a dealer in old china, old books, curios, and antiques generally. Though he occasionally displays a collection of these antiques in his front window, he does not allow them to interfere with his business in modern china and glass. He keeps his antiques at other premises—Back Mostyn-street, only a short distance from his Lloyd-street shop. A few pieces of antique china are in his modern shop, but the bulk of them are over the way, where I saw them. Mr. Holland is still but a young man, and certainly displays remarkable acuteness to be engaged in such a special business. He has a good experience in modern goods, for he was six years with a manufacturer in the Potteries, and was ten years an assistant with a local firm previous to commencing five years ago in Llandudno for himself. It seems he has always been a lover of antique china and other curios, and a collector of them in a moderate way. But at Llandudno he found he had opportunities of buying more than he wanted (or, rather, more than he could afford) to keep, and so he commenced to sell them, and met with considerable success. He has now made a special business feature of what was once only his hobby, and has an established "olde curiositie shoppe." His wife, who assists in the management of the business in modern goods, has acquired some of his enthusiasm for old china, old books, old anything, in fact, and she also is qualifying as an expert. He was very successful only last June. It appears that a Llandudno gentleman some years ago bought an old book for half-a-crown. It was entitled "The Countess of Pembroke's Tragedie of Antoine, 1595." The purchaser, Mr. Hill, had little idea of the value of it, only that it was very old. It was shown to Mr. Holland, who, from the work, the paper, and the date, came to the conclusion that it was of considerable value. He asked Mr. Hill to entrust him with the sale of it, if he would be content to take half the amount obtained for it. Mr. Hill consented, and Mr. Holland took charge of the book, and after five months' research and refusing several offers, he put the work in Messrs. Sotheby's hands for sale by auction. It was sold for £560 on June 3, and Mr. Holland and Mr. Hill divided this sum, less expenses, between them. Mr. Holland believes in advertising. He has a large standing advertisement in the local papers of his china rooms and also of his "Old Curiosity Shop."

Joseph Wiley & Son, 91, Mostyn-street, have one of the oldest businesses in the town. Indeed, when the business was established forty years ago, there were not many to cater for, either residents or visitors. Instead of the broad streets, handsome shops, and terraces of large boarding-houses we see to-day, the majority of the residences were cottages, and the majority of the inhabitants fishermen. What this china shop was like in those days can only be conjectured, but most likely it bore the same relation to the town and its inhabitants which the fine large shop in Mostyn-street does to-day. It was an old-established business when Mr. J. Wiley,

father of the present proprietor, bought it in 1878. It was originally in Upper Mostyn-street. Mr. Wiley, senior, is living in retirement in Wiltshire, a hale old gentleman of 84. There must be a good demand for our goods in the season at Llandudno. I form this opinion from the look of Messrs. Wiley & Son's stock. They seem to lay themselves out to meet a large demand in almost every grade of pottery and glass. Mr. Wiley has spent a lifetime as a distributor of these goods, and it needs only a few moments' conversation with him to ascertain that he not only knows how to buy, but how to sell. Different qualifications are required for these very different duties, but Mr. Wiley possesses them. The first requisite in one who wishes to sell china and glass is to know exactly what goods your customers are likely to want, and the second is to keep them in stock. As the result of his many years' experience Mr. Wiley keeps on hand all grades of goods from the best down to the cheapest; and there is a great diversity in shapes and decorations, as in prices, showing that all tastes as well as all pockets are catered for. A pleasing assortment of artistic and fancy goods is displayed, including all shapes in Heraldic china, for which the firm are local agents. There is also an interesting variety of ornamental glass wares suitable for presents. All grades, and nearly all makes, of pottery are well represented in the attractive array of dinner, tea, breakfast, dessert, toilet, and déjeuner services. In addition to familiar shapes and patterns that have secured a hold on popular tastes, the latest designs both in form and ornamentation are on view. The firm cater, in both china and glass, for hotel, restaurant, and boarding-house requisites. As I usually do, I asked whether they did much in foreign goods, and from Mr. Wiley I received the same reply which so many other dealers have given me. The demand for cheap goods renders it imperative that a dealer must keep foreign productions. Mr. Wiley is a strong advocate for an attempt to arrive at a better understanding between British manufacturers and dealers on the question of charges for packages and carriage. He pointed out the great need there was for uniformity in sizes in earthenware. At present one manufacturer boasts that his 7-in. plate is as large as the 8-in. plate of other makers. The same applies to pie dishes, flat dishes, jugs, &c. He thinks these matters should be discussed by both parties in a friendly spirit. He sees no reason why British manufacturers should not quote prices to include packages and delivery. He says it might involve a little trouble on manufacturers at first, but it would be a saving of time and trouble to all concerned in the future. He says a settlement of this question is very desirable for another reason, and that is the promotion of a better feeling between manufacturers and dealers. If it is possible—and Mr. Wiley thinks it should be—to formulate a scheme by which prices can be quoted to include packages and delivery, the most fruitful sources of misunderstanding between works and dealer will be removed.

The Bottle Industry of South Russia is, according to a Continental paper, still suffering from a strike of glass-blowers, and most firms experience the greatest difficulty in the execution of orders. The bottle-makers of Bachums and Konstantinowka, however, are turning out goods as fast as possible, but are not able to keep pace with the demand.

Porcelain Sale at New York.—A cabled report states that the Bishop sale of Chinese porcelain was attended by the most wealthy and fashionable people in New York. The first day's sale realised nearly £24,500. Mr. Duveen, believed to be acting for Mr. Pierpont Morgan, bought a valuable lapis lazuli vase after a stubborn duel with a noted connoisseur. The sale lasted ten days in all and realised £82,395.

Foreign Notes.

The Nathan-Dohrmann Co., of 122 to 132, Sutter-street, San Francisco, California, U.S.A., have forwarded us a copy of a pretty advertising booklet which they designed for helping their Christmas trade. Its title—"Christmas Suggestions"—is appropriate, as it contains suggestions for pottery, glass, and other useful and ornamental goods for Christmas presents. The booklet has a green cover, tastefully decorated with a holly design, and is well illustrated with photographs of the various goods supplied by the firm.

An English Potter's Experience in Germany.—During the electioneering of the past month many speakers have referred to the glass and pottery trades for arguments on one side or the other of the fiscal question. One of the most important of these utterances was that of Mr. T. W. Twyford, who two years ago built a sanitary ware factory in Germany, in order to overcome high tariff rates. Mr. Twyford said he had never regretted the step he had taken in building works in Germany for the purpose of competing with the Germans and Americans. The works were always as busy as they could be. It was a most active centre of Germany in which he had erected his manufactory. There industry had concentrated itself within a radius of forty or fifty miles. Every factory was now fully employed, and they could not get men for love or money. At the present moment he could not get labour at his works in Germany for a pound a week.

Railway Rates in the United States.—American manufacturers complain, as ours do, of the preferential rates charged on foreign goods. At the meeting of the United States Potters' Association, the Transportation Committee reported as follows:—"The violation of published tariffs by certain common carriers in order to place foreign competitors' products in our home markets has made it almost impossible for members of this association to compete with foreign-made goods in some parts of the United States, especially along the Missouri river, Colorado, and Utah common points. We claim that the American railroads, by discriminating in favour of the importer against the American manufacturers defeats the purpose of the tariff duties." A table was put in evidence showing the alleged discrimination against the domestic pottery interests of America. One potter remarked that the figures show that "freights as now levied hurt the American manufacturer more than the so-called under-valuation evil." The following resolution was passed:—"The United States Potters' Association, in convention assembled in the city of Washington, feeling a deep interest in the proposed railroad freight legislation relative to railroad freight regulation, and realising the injurious effects from the many inequalities in the present system upon our industry, and the inefficiency of the inter-state commerce law to rectify the same, do hereby most heartily welcome such legislation as will afford us relief from the burdens which have grown most oppressive, and do most earnestly urge the various members in the Congress of the United States from districts wherein are located our numerous manufactories to do their utmost to secure the passage of such measures as will speedily afford us relief."

The Chinese "Potteries."—An official paper on China, recently published, describes the town of Ching-te-Chen as being entirely given up to the porcelain and earthenware industry. There are over a hundred pottery kilns in the place, each of which, in the busy season, employs about a hundred men. For miles the river bank is covered with a deep

THE POTTERY AND GLASS TRADES' BENEVOLENT INSTITUTION.

Report of the Annual Business Meeting.

(BY OUR OWN REPORTERS.)

THE annual general meeting of the members and friends of the Pottery and Glass Trades' Benevolent Institution was held on Tuesday, Jan. 30, at the Holborn Viaduct Hotel, Mr. L. J. Murray, of Messrs. John Walsh Walsh, presiding, in the absence of the President, Mr. R. P. Copeland. Among the gentlemen present were :—Mr. Ronald D. Doulton (chairman of the board of management); Mr. Allan Doulton, J. T. Bourne, E. R. Edis, R. H. Wood, B. M. Cooke (Messrs. Vandercom & Co.); Messrs. Frederic Cox, F. W. Cox, F. Currie, G. D. Francis, J. H. Hart, C. C. Holgate, Robert Lawson, Edwin Lawson, Joseph Lockett, J. T. Pitcairn, J. B. Rowley, Frank E. Spiers, W. Thomson, A. W. Tinsley (members of the board of management) ; Messrs. W. Carroll, H. E. Cooke, H. S. Todd, G. Griffin, Woollams, &c.

Mr. Ronald D. Doulton, said it was with much regret their president, Mr. Copeland, had found it impossible to be present. Mr. Copeland wrote as follows :—Stoke-upon-Trent, Jan. 12 1906. Dear Sir,—I find after all I cannot possibly be present on the 30th inst. I regret extremely. You must please make my humble apologies to the chairman and all at the meeting for my absence. I trust you will have a pleasant and successful evening. I beg to enclose a donation of 10 guineas to the General Fund and trust same may prove of use. With kind regards, Yours very truly, R. P. COPELAND. Continuing, Mr. Doulton said they had approached Mr. L. J. Murray, of the firm of John Walsh Walsh, of Birmingham, one of their vice-presidents, and he had very kindly agreed to take the chair on this occasion. (Applause). Mr. L. J. Murray then took the chair. The secretary next announced that letters of apology for inability to be present at the meeting had been received from Mr. Cyrus Daniel (Treasurer), Messrs. E. P. Evans, H. Litherland, J. S. Williams-Thomas, Charles S. Jones (Chairman of the Staffordshire Committee), C. J. Dams, Charles Green. G. G. MacWilliam, J. A. Marshall, S. Stanley, C. J. Dale, J. Kendall, J. Clayten Mayers, A. Overton Jones.

The minutes of the meetings held on January 31 and July 31, 1905, were taken as read and confirmed.

REPORT OF THE BOARD OF MANAGEMENT.

The Secretary (Mr. Algernon J. Prickett) proceeded to read the report of the Board of Management and statement of accounts, which were as follows :—

The Board of Management have pleasure in presenting to the members of the Institution their twenty-fourth annual report, being that for the year ended December 31, 1905. There are now 409 subscribing members, eighteen of whom joined the Institution during the past year. The subscriptions of fifty-eight members have lapsed, but the Board anticipate that at least forty of these will be renewed.

It is with regret that the Board have to report a reduction in the number of annual subscribers. They feel that this is mainly due to the difficulty that often appears to occur towards the end of the year in providing for the payment, and, *in view of the many applications for the benefits of the Institution made by those who in past years have allowed their subscriptions to lapse, and which the Board are consequently unable to entertain,* they would urge upon members the importance of providing for the payment early in the year, and thus ensuring their eligibility for relief in case of necessity. The subscriptions of members may be paid to the Secretary by instalments if found more convenient.

The Board would urgently appeal to members to second their efforts to increase the scope and usefulness of the Institution by *the introduction of as many new subscribers as possible during the year.* The Board would remind members that during the present year the Institution will reach the twenty-fifth anniversary of its foundation, and, in commemoration of the occasion, it is proposed to hold a festival dinner during the year, by which it is hoped that the financial resources of the Institution may be largely augmented. The donations to the Institution during the past year amount to £28 4s. 4d., and include the following, for which the Board desire to express their best thanks :—Lady Pearson, £5 5s. ; Messrs. Green Bros., £10 10s. ; the Fragile Club, £8 6s. 4d.

There are now 24 annuitants on the books of the Institution viz., six members and 18 widows of members. Two annuitants have been elected during the year, and temporary relief granted to three applicants. The annuity of one widow has been voluntarily relinquished, owing to improved circumstances, and the Board regret to report the death of an annuitant, Mr. James Peters. The total sum of £5,228 12s. 8d. has been disbursed in annuities and relief since the foundation of the Institution in 1881.

The Board, recognising the confusion that has inevitably arisen owing to the many alterations and additions made from time to time in the Rules, have, with a view to increasing the value of the Institution and securing the interests of the members, completed a revision of the rules during the past year. The work, which has necessarily been of a lengthy character, has throughout been performed with the utmost care, and the Board trust that the Rules in their amended form will, by their clearness of meaning, prove acceptable to the members. They desire to acknowledge their indebtedness to Messrs. Vandercom & Co., honorary solicitors to the Institution, for the most valuable assistance rendered by them in the task of revision.

It will be seen from the accounts presented herewith that the sum of £20 was realised by a concert held at Hanley on March 16, when an excellent programme was most ably performed by the members of Mr. Herbert E. Sherwin's Orchestral and Choral Society. The Board desire to express their best thanks to the members of the Society for their kind services, which resulted so successfully.

The Board have again to acknowledge their indebtedness to Messrs. John Ellinger and Henry F. Heybourn for kindly auditing the accounts ; to the proprietors of the POTTERY GAZETTE for continued interest in the welfare of the Institution ; and to the management of the Holborn Viaduct Hotel for granting the free use of rooms for the Annual General Meeting.

Signed, by order of the Board,
RONALD D. DOULTON,
Chairman.

January 9, 1906.

STATEMENT OF ACCOUNTS.

RECEIPTS AND EXPENDITURE ACCOUNT,
from January 1 to December 31, 1905.

Dr.	£ s. d.	£ s. d.
To Balance at Bank, January 1, 1905 ..	113 5 11	
Cash in hands of Secretaries	1 3 0	
		114 8 11
Annual Subscriptions (1904)	27 8 0	
Annual Subscriptions (1905)	313 13 0	
Donations	28 4 4	
		369 5 4
DIVIDENDS :		
Indian Government 3½ per cent. Stock	121 7 4	
New Zealand Government 3½ per cent. Stock	11 14 6	
National War Loan 2¾ per cent. Stock	4 2 4	
Great Western Railway 4 per cent. Debenture Stock	30 5 0	
Great Northern Railway 3 per cent. Preference Stock, 1899	5 14 0	
Interest on Deposit	0 17 2	
		174 0 4
Income Tax refunded to April 5, 1905..	16 19 7	
		16 19 7
Proceeds of Collection Boxes	2 3 0	
		2 3 0
Proceeds of Concert, Victoria Hall, Hanley, March 16, 1905	20 0 0	
		20 0 0
Transferred from Deposit	100 0 0	
		100 0 0
		£796 17 2

Cr.	£	s.	d.	£	s.	d.
By Rent of Offices	20	15	0			
Office Expenses	9	1	10			
Printing, Stationery and Advertising ..	12	5	1			
Postage	5	19	6			
Sundries	2	2	6			
Expenses of Secretary's Visit to Potteries	3	18	6			
Secretary's Salary	105	0	0			
Local Hon. Secretary in Potteries Honorarium	10	10	0			
				169	12	5
Transfer of Securities	5	0	2			
				5	0	2
Annuities and Relief	415	18	4			
				415	18	4
INVESTMENT:						
Purchase of £100 New Zealand Government 3½ per cent. Stock ..	100	2	6			
				100	2	6
Cash in hands of Secretaries	4	19	6			
Balance at Bank, Dec. 31, 1905 ..	101	4	3			
				106	3	9
				£796	17	2

BALANCE SHEET. *December* 31, 1905.

Dr.	£	s.	d.	£	s.	d.
To Capital Account	5,898	0	6			
				5,898	0	6

Cr.	£	s.	d.	£	s.	d.
By Cash in hand	106	3	9			
				106	3	9
INVESTMENTS:						
£3,650 Indian Government 3½ per cent. Stock	4,116	11	3			
£400 New Zealand Government 3½ per cent. Stock	414	17	0			
£150 National War Loan 2¾ per cent. Stock	146	2	3			
£796 G. W. Ry. 4 per cent. Debenture Stock	934	13	4			
£200 G. N. Ry. 3 per cent. Preference Stock, 1899	179	12	11			
				5,791	16	9
				£5,898	0	6

Examined with the books and vouchers and found correct, January 8, 1906. (Signed) JOHN ELLINGER,
HENRY F. HEYBOURN,
Hon. Auditors.

Mr. Ronald D. Doulton formally moved the adoption of the report and accounts.

Mr. I. T. Bourne, in seconding the motion, said the report which had been placed before the meeting, was one that might cause them some rejoicing, but at the same time he regretted that it did not show extraordinary great prosperity. There were some societies that rejoiced in a continued prosperity, but he did not think that it could be expected of an Institution like this. The ground had been already tilled by other societies, sick and friendly societies being found throughout the Potteries. They could quite realise that some members of the pottery and glass trades could not well support two societies, but still the Board of Management of this Institution were very well pleased with the help and assistance which had been accorded this Society. As, in past years, it had progressed so well, it could not be expected that every year an increase in the number of members could be reported, or in the amount of subscriptions received. The report stated that there were 24 members and widows receiving assistance, but there were others who were benefited—fatherless children, whose lives were made a little more comfortable by the aid given by the Institution. They all, with hearts full of gratitude, tendered to the members their grateful thanks for the help they received. Accordingly the members had the consciousness of ministering to the necessitous, the weak, and the helpless, a help which "blessed those who gave and those who took." (Applause.) He trusted there would be increasing zeal on the part of the members, not only those resident in London but in the Staffordshire potteries and other districts on behalf of this Benevolent Society. What he desired was that the benefits of the Institution should be brought before those who were engaged in the pottery and glass trades, not only in the manufactories, but amongst those who were the dispensers of the articles. If they could only interest the commercial travellers in the Institution and endeavour to get them to lay its claims before those engaged in the trade in provincial towns, they would in all probability obtain great aid and help. The Institution was of a philanthropic character, and well worthy the support of those who could easily subscribe their half guinea or guinea knowing that if they did not need assistance themselves their contributions would be devoted to benefit others in sickness and distress. (Applause.)

Mr. D. Carroll, in supporting the motion, said theirs was a comparatively young society, and they could therefore look forward with hope and assurance to the day when their membership would embrace all connected with the trades. The members of the pottery trade in these days were not making vast wealth—(laughter)—they had passed through difficult times; and no doubt, therefore, the Society in the past year had suffered owing to depression in trade. But, even taking that into consideration, he really thought the board of management was to be congratulated upon the sound financial position of the Institution. As he had said, he looked forward with hope to the future, believing that their position would vastly improve for the better. (Applause.)

The Chairman said he should like to make a few remarks before putting the resolution to the meeting. (Applause.) He might say that hitherto he had only been a critic from a distance, but his criticism had evidently been received in a friendly spirit, otherwise he should not have been asked to be there that night. (Hear, hear.) His criticism shortly was that the cost of administration was out of all proportion to the benefits and the annuities. That was always one of the things he looked to first, as to his mind it was of importance to see whether the money that had been subscribed was being used for the benefit of the distressed rather than for purposes of administration. His criticism had not been as regarded the amount spent, but rather the feeling that there had not been sufficient work for the secretary to do. Now, the question arose, what could be done to give him more to do: and when he (the chairman) agreed to come up and occupy the position he was doing that night, he thought it would be folly to come all the way from Birmingham simply to place ordinary routine resolutions before them and have them passed. He wondered accordingly what he could say which might possess some interest to those present, and to every person engaged in the pottery and glass trade. Mr. Bourne had touched upon one or two points which he certainly had arranged to speak upon, but he was not going, like many speakers, to remark that he was left with nothing to say. The Secretary, no doubt, had done all the work that was to be done, but he hoped it was possible for their friend to do something more. Mr. Bourne suggested that they should not rely altogether on the philanthropic side of the Institution, but rather that gentlemen should feel that they were going to get something for their 10s. 6d. or 21s. a year. That after all was the prime mover in people's action, and he could not help thinking that in such a very important trade, as was not only the manufacturing but the distribution of pottery and glass, the Institution did not occupy the position it ought. To emphasise what he meant he would just mention a few figures. He did not think it was well to go back upon what had been done—and he did not feel that anything had been neglected—but he unhesitatingly said that the Institution had not been popularised, and he certainly felt that it had not been understood throughout the trade as it ought to have been. (Applause.) He would just take these four figures. First of all the subscriptions were £313; then dividends produced £174, total £487. The expense of administration was £169, and the annuities and relief £415, making a total of £584. That was just as nearly as possible within, £3 of £100 more given away than they received. He should qualify that by saying that of course they had received £20 as proceeds of a concert. They had also certain donations, but those were things they could not always rely upon, and it was a very good thing to consider whether and how long they might last if these liabilities were going to increase in a greater proportion than their income. That to his mind was a very important thing in considering that £160 had been spent under the items of administration. Well, it had been very properly said in the report here: "The Board would urgently appeal to members to second their efforts to increase the scope and usefulness of the Institution by the introduction of as many new subscribers as possible during the year." He took it that subscribers meant members as well, because, after all, that was the thing they ought to depend upon—increase their membership. He had put down one or two notes, and the first thing that occurred to him was, Why not ladies? They knew there was a very large number of female assistants in this line of business, and he had asked the secretary the question. His reply was they had already lady members. But again he had asked one who had been a member of the Institution ever since it was started, and he said he was not aware that there were lady members. ("Oh, oh!") Well, he would ask anyone to point out in the little book of rules where the suggestion of ladies came in.

Mr. F. Spiers said it was there laid down that anyone connected with the pottery and glass trade was eligible.

The Chairman maintained that was not definite enough, and held that the language should be explicit in stating membership was open to females. It was very desirable that ladies should be admitted, and he would tell them why. People connected with insurance offices would tell them it was very desirable to have people on their books who were not likely to receive benefits. Many of these young women got married, and the Institution had had their subscriptions all the time they were single. Of course,

if they liked to continue their subscriptions, all well and good, but if they did not the Institution had the benefit of their money. Again, if some of them fell out of a situation they were not likely to come for relief, as many lived with their families. He certainly thought that everybody connected with the trades, every shopkeeper in the country, should become a member of this Institution —(hear, hear)—not necessarily because they thought they might be benefited, but on account of what he was now going to say. He thought it would be a very desirable thing that there should be an employment bureau instituted in connection with this Institution. He was told there was an employment register, and he had asked how much that had been used. He was informed very little. Now, an employment bureau would, to his mind, be exceedingly valuable to everybody in the trade. (Hear, hear.) A man who had been in a situation and thrown out of employment, might come to the secretary and ask him to register his name with all particulars regarding himself. A shopkeeper in the country instead of asking a traveller, as they sometimes did, to recommend a person, might by becoming a subscriber to this Institution write to the secretary and say: "Have you a person on your books likely to suit me?" That alone ought to be of great value to the Institution, and there would be great advantage in it to all concerned, because of the full information that would be given without any favouritism being exhibited. The shopkeeper would accordingly save money which he would otherwise spend in advertising, and he would be put in touch with people who would guarantee for an institution of this kind that the applicant was a suitable man. He thought there were a very great many who would become subscribers if only from that standpoint. He thought also that many of them would join from higher motives. A man in business would feel he was practically guaranteeing his own employees some chance that they would not be left entirely upon the world if anything should happen to them in the way of illness. He thought some sort of general appeal should be made, not by any particular traveller, but by some one directly representing the Institution. If they could let the tradesman have these facts placed before him so that he might know what to expect in return for a certain subscription, he felt sure certain people would come in. He believed their present abstention was more from want of thought than want of heart on the part of the shopkeepers and others connected with the trade. The same remark applied to manufacturers. It would be a very important thing, should a manufacturer from one cause or another lose his traveller or agent, for him to be able to write to the secretary asking if he could recommend an efficient man. He might instance a case where a very important firm quite recently engaged a man about whom they had evidently not been able to get the amount of information they should have had. That man was placed in a position that the results had proved he was not qualified to fill, and they had now thought it better to withdraw him from the work he had started to do, and pay him a quarter's salary. Now that quarter's salary would have paid a subscription to the Institution probably for the whole of the man's life. He could mention another instance. Notice was given only a day or two ago of a particular firm that must have lost hundreds of pounds a year through having a man who was totally unfitted to occupy the position he did. There again, if that firm had known that they had the opportunity of appealing to such a bureau as he was suggesting, such a condition of affairs might have been obviated. Then as to the benefits, pure and simple. He had been told of a case in which a man paid a certain subscription, and when another one became due he declined to pay it. Within a very short time he was out of benefit, which was a very serious thing for his family. He was approached by an influential friend of the Institution, who pointed out how ill advised it was of him not to continue his subscription, but he could not see it. It was impossible to deal with people like that. He had been informed of another instance in which a man subscribed for only a very few months, and he was taken seriously ill, and his people benefited, although he had paid only one subscription. If some means were taken to explain everything connected with the Institution to shopkeepers and others, showing them that they would obtain something tangible, without the slightest thought of being recipients or annuitants, he believed they would secure a great influx of members, and the Institution would then be placed on a footing which he considered anything connected with the china and glass trades ought to occupy. Now he observed that certain collections had been made, but personally he felt it was not altogether a dignified thing for so important an industry to have to tout round and ask for help from outside people. One gentleman had written to Mr. Doulton stating that he had already collected £3, and he had only been engaged in collecting for three weeks, and therefore hoped he would be able to carry out his idea of sending the Institution £25 in a short time. It was very good of that gentleman to take such interest and trouble, but he (the Chairman) felt that they ought to try other and more dignified means of getting at people who were associated with their particular trades before endeavouring to get subscriptions from those outside the trades. He felt there were plenty of people who, in spite of competition, were making a little, and who could afford the very small amount necessary to become members, especially when it was pointed out to them that they would be getting something in return for their money.

The report and accounts were then unanimously adopted.

The Chairman then moved the re-election of Mr. R. P. Copeland as President for the year 1906. It was a matter of great regret to Mr. Copeland that he could not be present, for he took a very deep interest in the Institution.

Mr. J. Lockett seconded the motion, which was agreed to.

Election of Officers.

The Chairman next proposed the re-election of the following officers for the year 1906:—Trustees: Messrs. Jules Wuidart, Minton Goode, and Charles Webb. Treasurer: Cyrus Daniell, Esq. Hon. Solicitors: Messrs. Vandercom & Co. Hon. Auditors: Messrs. John Ellinger and Henry F. Heybourn. Board of Management: Messrs. Frederic Cox, F. W. Cox, F. Currie, C. J. Dale, C. J. Dams, Ronald D. Doulton, Orrok M. Doulton, G. D. Francis, Charles Green, Henry Green, J. H. Hart, C. C. Holgate, A. Overton Jones, J. Kendall, Robert Lawson, Edwin Lawson, Joseph Lockett, J. A. Marshall, J. T. Pitcairn, J. B. Rowley, Frank E. Spiers, S. Stanley, W. Thomson, A. W. Tinsley, and F. Trauffler.

Mr. G. Griffen seconded the motion, which was agreed to.

Vote of Thanks to Board of Management.

Mr. J. H. Wood then moved a vote of thanks to the Board of Management for the able work they had performed during the past year. He knew for a fact that they had been very busy at nights lately in revising the rules of the Institution, and he had little doubt that this had cost them some scolding on the part of their wives for stopping out at such late hours. (Laughter.) Personally, he should be very pleased, as a traveller, to give the Institution his support by recommending it to friends while on his circuit through the country, extending as it did from Aberdeen to Brighton. (Applause.) He must confess he had never been asked to forward its interests in any way, but if it was the desire of the Board generally he should have very great pleasure in doing what he could on its behalf. (Applause.)

Mr. Edis, in seconding the proposition, remarked that it was probably owing to a feeling of modesty that the Board had not gone out into the world, as he thought they ought to have done, to impress upon all concerned the advantages of being members of this Institution. By doing so they would not be acting for their self-glorification, but for the benefit of all who might in the future feel themselves in distressed circumstances.

The resolution was cordially adopted.

Mr. Hart, in returning thanks, said he could assure the meeting on behalf of the Board of Management that they deeply appreciated the kind vote which had been passed. As the Chairman said, they were not doing this for any self-glorification. During the past 12 months they had given a great deal of time and consideration to the amendment of the new rules, which it was hoped would be passed that evening. He thought they had been misunderstood in the past, and that, in some respects they were even now misunderstood. They seemed to have got a bad name in the country: why he did not know. If the Institution was mentioned in the country people smiled satirically and took the matter as a joke. Everyone knew how hard they worked in London to make the Institution a success, but they received very little assistance from the country. He should like to see every gentleman engaged in the industry help in some shape or form, and if employers would only introduce the subject to their staffs and get them to join the Institution would be in a much better position. He could not see that they would be able to get much money together till this course was adopted.

Election of Secretary.

The Chairman then proposed that Mr. Prickett be elected secretary for the ensuing year. That gentleman worked hard with a sincere desire to make the Institution a success, and it certainly was not encouraging to him to find that the results were not such as he could wish, and as everyone connected with the Institution could wish. Mr. Hart had said that he did not see how the ideas they had in view were to be accomplished. Personally, he thought that the trade should be approached and informed that the employment bureau was a practical thing. That would be the very first step towards getting people interested. Then a small circular might be sent round setting forth the advantages of belonging to the Institution, and this might be followed up by a personal call. This would not be a costly experiment.

Mr. Currie seconded the proposition, which was agreed to.

The Revision of the Rules.

Mr. Frank Spiers then submitted the revised rules of the Institution, which were as follows:—

Title.—1. The Institution shall be called "The Pottery and Glass Trades Benevolent Institution."

2. The Object of the Institution shall be the establishment of a Fund for the relief of necessitous members of the Pottery and Glass Trades, being Members of the Institution, and their Widows, who may be incapacitated from earning a subsistence through age, illness or other unavoidable causes.

CONSTITUTION.—3. The Institution shall have a President, Patrons, Vice-Presidents, three Trustees, two Auditors, a Treasurer, a Secretary, Life Subscribers, and Members.

GOVERNMENT.—4. The affairs of the Institution shall be controlled by a Board of Management and General Meetings as hereinafter provided.

FUNDS.—5. The Institution shall be carried on by means of Donations, Annual Subscriptions, and Bequests, which shall be wholly applied in promoting the object of the Institution.

6. In order to ensure the stability of the Institution, all Donations and Bequests shall be invested from time to time, in the names of the Trustees for the time being, in Government Securities, in Railway Debenture Stock of Great Britain, or in such other Stocks and Securities as may be now or hereafter authorised by Act of Parliament for the investment of Trust Funds. The Interest or Dividends arising from such investments, together with the Annual Subscriptions, shall be applied, in the first place, to defraying the necessary expenses incidental to the working of the Institution, and the surplus shall form the Relief Fund to be applied in granting Annuities and Temporary Assistance.

7. The securities of the Institution shall be deposited at the Union of London and Smith's Bank, Limited (Holborn Circus Branch), or such other Banking House as the Board of Management may from time to time appoint, and shall be inspected, once every year at least, by not less than two Members of the Board (not being Trustees) to be appointed from time to time by the Board for that purpose, and such Members shall report the result of their inspection, in writing, to the Board.

GENERAL MEETINGS.—8. The Annual General Meeting shall be held during the last week in January or first week in February. A General Meeting shall be held during July, should there be any Candidate for election or other necessary business to be transacted.

9. General Meetings and all adjournments thereof shall be held at such a time and place as the Board of Management for the time being shall appoint, and Life Subscribers and Members shall be entitled to vote thereat, subject to the provisions of Rule 57.

10. The business of General Meetings shall be to elect Annuitants, to make new Rules, and to confirm any new Rules framed by the Board of Management, or to repeal, suspend, correct, or amend existing Rules, and generally to direct, supervise, and control the affairs of the Institution; and at the Annual General Meeting to receive the Audited Balance Sheet for the financial year ended the 31st December previous, and the Annual Report of the Institution for the same period; also to elect or appoint a President, Trustees, Auditors, a Treasurer, a Board of Management, and a Secretary.

11. General Meetings shall be convened by printed notice which shall specify the business to be transacted at the meeting, and contain a list of the Candidates for election with a statement of the circumstances and qualification for election, and the number to be elected; such notice to be sent at least fourteen days prior to the General Meeting, to the last known address of all persons entitled to vote.

12. Any twenty-one Life Subscribers and Members shall have power, by writing specifying the subject to be taken into consideration, to require the Secretary to call a Special General Meeting, and the Secretary shall call such Meeting accordingly, for a date not more than thirty days distant from his receipt of such requisition.

13. All Special General Meetings shall be convened by a printed circular sent to the last known address of every Life Subscriber and Member, seven days at least prior to the day of Meeting; and such circular shall specify the business to be transacted at the Meeting, and no other business whatsoever shall be transacted.

14. At every General Meeting, and at all adjournments thereof, the President shall take the chair, or in his absence, one of the Vice-Presidents, and in their absence, a Chairman shall be chosen from among the Life Subscribers and Members present.

15. Not less than twelve Life Subscribers and Members shall be present to constitute a General Meeting, and if half an hour after the time appointed for holding the General Meeting such number be not present, the Meeting shall be considered as adjourned to a date not exceeding fourteen days distant, of which seven days notice shall be given.

16. No motion for any new Rule, or for the repeal or alteration of any existing Rule, shall be received at any General Meeting unless notice thereof in writing shall have been delivered to the Secretary thirty days prior thereto, in order that it may be specified on the notice of the Meeting at which such motion is to be made.

17. All Elections of Annuitants (when the number of Candidates shall exceed the number to be elected) shall be by ballot, to commence at seven o'clock p.m. and close at eight o'clock p.m. precisely, on the day of the election. Three or more persons shall be appointed by the Meeting as scrutineers of the ballot. The voting papers prepared under Rule 41 hereof for that specific ballot shall be used and, if duly signed by the Life Subscriber or Member to whom they were respectively sent, they may be presented at the Election by any person or sent so as to reach the Secretary on the day preceding the Election for presentation thereat by him. Votes cast for an unsuccessful Candidate shall be accumulated and carried forward until such Candidate be elected.

18. All questions brought forward at any General Meeting shall be decided by a majority of votes of the persons present and entitled to vote, unless a ballot shall, at the Meeting, be demanded by twenty-one such persons; and such ballot shall be taken at an adjourned Meeting to be held within twenty-one days. The ballot shall be taken by means of balloting papers to be issued to the persons entitled to vote, as in the case of balloting for the Election of Annuitants, and the same arrangements as to Scrutineers and otherwise shall appertain to these ballots, but the Board shall have power to fix the hours of opening and closing the ballot.

19. For all purposes except the Election of Annuitants, Life Subscribers and Members, shall each be entitled to one vote only.

BOARD OF MANAGEMENT.—20. The Board of Management shall consist of the President, Trustees, Treasurer (who shall be members by virtue of their respective offices), and of the Life Subscribers and Members duly nominated under Rule 21 hereof, unless more than 25 be so nominated, when twenty-five thereof shall be elected at the Annual General Meeting by ballot of the persons then present and entitled to vote.

21. Written nominations of Candidates for Membership of the Board of Management, signed by one Life Subscriber or Member, must be delivered to the Secretary at least seven days prior to the Annual General Meeting, and shall be open to the inspection of Life Subscribers and Members at the Office of the Institution during ordinary office hours on the three days preceding such Meeting.

22. A Board Meeting shall be held on the second Tuesday in every month, at 6.30 o'clock p.m. precisely, and five shall form a quorum. If within half an hour of the time appointed a quorum be not present, the Meeting shall be considered as adjourned to, and shall meet on that day week at the same time and place, and notice of such adjournment shall be given by the Secretary to every Member of the Board.

23. The functions of the Board shall be:—(*a*) To appoint from among their number a Chairman and Vice-Chairman to hold office until the next Annual General Meeting. (*b*) To frame such Rules and Regulations for the government of the Institution as they may deem sufficient or necessary, subject to confirmation by a General Meeting. (*c*) To appoint the time and place at which General Meetings and adjournments thereof shall take place. (*d*) To summon a Special General Meeting whenever they may think fit, specifying in the summons the subject to be taken into consideration or the business to be discussed. (*e*) To report their proceedings to the Annual General Meetings. (*f*) To elect, by resolution, at their discretion, a duly qualified person to fill any vacancy which may exist or occur in their number. (*g*) To appoint Provincial Committees for the purpose of furthering the interests and objects of the Institution, and to take into consideration the claims of such Candidates for relief as may be residing in their districts. (*h*) To appoint Life Subscribers and Members of the Institution as Stewards, for the purpose of furthering the interests and objects of the Institution, whose duties shall be to obtain Donations and Subscriptions. (*j*) To receive and examine the nominations of Candidates for Annuities, and to decide as to the eligibility of the Candidates. (*k*) To determine the number of Annuitants to be elected at General Meetings, which number shall be regulated by the state of the funds of the Institution. (*l*) To temporarily or permanently suspend or reduce the amount of the Annuity of any person whose circumstances were misrepresented at the time of Election, or whose circumstances, condition or conduct may in the opinion of the Board render such Annuity no longer necessary or proper, or who shall anticipate the payment thereof or attempt to charge or encumber the same in any way, but in every case there shall be a right of appeal to a General Meeting to vary or annul the decision of the Board. (*m*) To grant temporary or immediate relief as provided for hereinafter. (*n*) To superintend and generally manage the affairs and business of the Institution.

PRESIDENT.—24. The President of the Institution shall be appointed annually at the Annual General Meeting, and, if not a Member of the Institution, he shall, by virtue of his office, be deemed a Member for all purposes. He shall preside at all Meetings at which he is present and shall, in addition to his ordinary votes, also have a casting vote.

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TRUSTEES.—25. The Trustees of the Institution who, if not Members, shall by virtue of their office be deemed Members for all purposes, shall be elected annually at the Annual General Meeting, and all moneys directed by the Board of Management to be invested under the provisions of Rule 6 shall be invested in the names of the Trustees for the time being. All the funds so invested shall be under the control and at the disposal of the Board of Management, whose order in writing, signed by the Chairman for the time being, the Treasurer, and the Secretary, shall be obligatory upon, and authority to, the Trustees as to any purchase, sale, or other disposal of the same, and shall be a complete indemnity to any Trustee acting thereon.

26. On the appointment of any Trustee, the Board of Manage-

ment shall cause a deed or instrument to be executed by him, declaring that he will stand possessed of, and hold so much of the funds or property of the Institution as shall from time to time be vested in him (either alone or jointly with any other person or persons as Trustee or Trustees of the Institution), in trust for the Institution, and to be disposed of in such manner as the Board of Management shall from time to time direct, and the Board of Management shall not authorise any of the funds or property of the Institution to be vested in any such Trustee until he shall have executed such deed or instrument as aforesaid.

27. Should any vacancy occur in the office of Trustee, the same shall be filled up at the next General Meeting.

28. No person becoming bankrupt or insolvent shall retain his office as Trustee to the Institution.

29. The Trustees shall, from time to time, receive the interest and dividends due upon the Funded Property, and pay the same over to the Treasurer, and shall not, after such payment as Trustees, be accountable or responsible for the application or misapplication of the same.

AUDITORS.—30. Two persons shall be appointed Auditors annually at the General Meeting held in January, but no person shall be at the same time an Auditor and a Member of the Board of Management.

31. The Auditors shall meet prior to the Annual General Meeting to examine all accounts, vouchers, and cheques of the Institution, the receipt books of collectors, and the accounts of the Institution; to see that all receipts and payments are correctly stated and entered by the Secretary, all balances regularly brought forward, that the Donations and Subscriptions are duly posted up. They shall also cause to be prepared by the Secretary a correct statement of all moneys received and expended during the then preceding year, which shall be included in the Balance Sheet to be signed by them and printed in the Annual Account.

TREASURER.—32. A Treasurer shall be elected annually, at the Annual General Meeting, from the Life Subscribers and Members of the Institution. 33. In case the office of Treasurer shall become vacant previous to such General Meeting, the Board of Management may appoint any Life Subscriber or Member to perform the duties of such office until the next Annual General Meeting. 34. The Treasurer shall sign a receipt for whatever moneys or writings he may receive on account of the Institution. 35. No money shall be paid on account of the Institution except by cheque, and no such cheque shall be drawn without an order signed by two Members of the Board and the Secretary. 36. The Treasurer shall keep the cash account of the Institution with such bankers as the Board may direct, and all cheques shall be signed by the Treasurer, the Chairman of the Board for the time being, and the Secretary. 37. A printed receipt, signed by the Secretary, Treasurer, Member of the Board or duly appointed Steward, shall be a sufficient discharge for all Donations and Subscriptions paid to them; and payments of Donations or Subscriptions to the Bankers approved by the Board to the credit of the Treasurer of the Institution shall be equivalent to payment to the Secretary, Treasurer, Member of the Board, or duly appointed Steward.

SECRETARY.—38. There shall be a paid Secretary, to be elected annually at the Annual General Meeting. 39. The Secretary shall summon all General Meetings, Board Meetings, and Committees and adjournments thereof, and he shall personally attend such Meetings and Committees, and enter the resolutions which shall be come to in book to be kept by him for that purpose; and he shall produce at every Meeting the resolutions of the previous Meeting of a similar nature so entered. 40. He shall report monthly to the Board of Management the state of the finances, and submit the accounts, together with the Balance Sheet, annually to the Auditors. 41. When the Candidates for Annuities shall have been approved by the Board, the Secretary shall prepare a balloting list of such Candidates, and forward the same to each of the persons entitled to vote at least fourteen days before the day of Election; and he shall duly advertise the result of every such Election in one or more London or Provincial papers, according to the instructions of the Board; and he shall keep a book in which he shall enter a copy of the evidence produced to the Board in support of the eligibility of any Candidate that shall have been elected. 42. He shall in all things assist the Board in the conduct of the affairs and business of the Institution in conformity with the rules thereof for the time being in force. 43. He shall give such security as the Board may require.

QUALIFICATION AND PRIVILEGES OF VOTERS.—44. No person commencing to subscribe to the Institution after he has reached the age of 45 years shall be eligible as a candidate for the benefits of the Institution but otherwise he shall have all the same rights and privileges as if he had commenced to subscribe before he attained the age of 45 years. 45. A yearly payment according to the following graduated scale by any person actually engaged in the Pottery and Glass Trades shall entitle the Subscriber to one vote at the Election of Annuitants and make him eligible as a Candidate for the benefits of the Institution. A person joining when not more than 30 years of age shall pay 10s. 6d.; from 30 to 35 years of age shall pay 12s. 6d.; from 35 to 40 years of age shall pay 15s.; from 40 to 45 years of age shall pay 18s. 6d. 46. A yearly payment of One Guinea shall entitle the Subscriber to two votes at the Election of Annuitants and make him eligible as a Candidate for the benefits of the Institution. 47. A Subscriber shall be entitled to the privilege of one vote for life at the Election of Annuitants for every sum of Five Guineas he shall have paid by Annual Subscriptions. 48. When a person shall have paid the sum of Ten Guineas, whether by Annual Subscriptions or Donations, he shall without further payment be eligible for life as a Candidate for the benefits of the Institution. 49. A Donation of Five Guineas shall constitute the Donor a Life Subscriber, with the privilege of one vote for life at the Election of Annuitants; but such Donor shall not be entitled to become a Candidate for relief. 50. A Donation of Ten Guineas, or a second Donation of Five Guineas, shall entitle the Donor to two votes for life at the Election of Annuitants. Every further Donation of Five Guineas shall confer an additional similar vote. 51. A Donation of Twenty-Five Guineas in one or more payments (annual subscriptions excepted), shall constitute the Donor a Vice-President for life, with the privilege of five votes at the Election of Annuitants. 52. A Donation of Fifty Guineas in one or more payments (annual subscriptions excepted), shall constitute the Donor a Patron for life, with the privilege of ten votes at the Election of Annuitants. 53. If the Donors be a firm, such firm, so long as there shall be any member of it who was a partner at the time of the donation, shall be entitled to the same voting privileges as an individual Donor of a like amount. Any firm so entitled to such privileges, and being about to dissolve, may nominate, in writing, one of its Members to exercise for his life the voting privileges to which such firm was entitled, and he shall be entitled thereto accordingly.

54. Any Corporation, Institution, or other Association of persons, whether incorporated or not, other than private firms, making a Donation or Annual Subscription to the Institution, shall be entitled, from time to time, to appoint a person as their representative who shall, as regards this Institution, be entitled to vote, and have all such privileges and rights as if he himself were the actual Donor or Subscriber; and such Corporation, Institution, or Association may at any time revoke such appointment and make a new appointment.

55. An Executor, or when there are more than one, the Executor first named in the will (provided no other person is named by the Testator for the purpose), paying to the funds of the Institution a sum of Five Guineas or upwards, shall be entitled to one vote for life at the Election of Annuitants for every Five Guineas so paid.

56. All Donations and Subscriptions from persons whose names are not given, shall entitle the person obtaining them to the same votes and privileges in respect thereof as if given by himself.

57. No person shall be eligible to vote by ballot at any General Meeting until his Subscripton for the current year has been paid. N.B.—The Annual General Meeting shall for this purpose be considered as the Annual General Meeting for the year just passed.

58. All Subscriptions shall commence on the 1st of January, and shall become due on the same day in each succeeding year; if not paid before the 1st of December following, membership shall lapse, but the Board shall have power to reinstate the Subscriber on any grounds that appear to them to be sufficient.

QUALIFICATIONS OF CANDIDATES FOR RELIEF.—59. The word "Member" as used in these Rules, shall be deemed to mean an Annual Subscriber or Donor who may be entitled to participate in the benefits of the Institution. 60. Should a subscriber cease his connection with the Pottery and Glass Trades, he will still remain eligible for the benefits of the Institution. 61. No Member shall be eligible as an annuitant until he has attained the age of fifty-five years, unless afflicted with total blindness, paralysis, insanity, or other calamity which shall incapacitate him from earning a subsistence, and which affliction shall have occurred subsequent to his joining the Institution. 62. The Widow of a Member shall be eligible as an annuitant, irrespective of age, provided she be incapacitated from earning a subsistence. 63. Upon the re-marriage of any Widow Annuitant the annuity shall cease; but in the event of her again becoming a widow she shall be eligible for re-election. 64. All Candidates for Annuities or for Temporary Assistance shall be nominated by a Life Subscriber or Member on a printed form to be provided by the Board for that purpose.

RELIEF.—*Annuities.*—65. The amount of Annuity granted to any Member shall not exceed Twenty-five Pounds per annum. 66. The amount of the Annuity granted to the Widow of any Member shall not exceed Fifteen Pounds per annum. 67. The payment of all Annuities shall be made quarterly, and in advance, except in such cases as the Board of Management may think it necessary to adopt a different course. 68. All Candidates for Annuities shall produce a certificate of their birth, or other satisfactory proof of age, and such other evidence as may be required by the Board. *Temporary Assistance.*—69. It shall be competent for the Board of Management at their discretion to grant Temporary Relief to Members who may happen to be in reduced circumstances, through loss of employment, from ill-health, accident, or other unavoidable causes, and to the widows of Members when relief appears to be urgently needed. The amount of such relief shall not exceed Ten Shillings per week, nor be payable for more than thirteen consecutive weeks. 70. Should an Annuitant die, leaving a Widow, the

Board shall have power to grant such Widow such an amount of immediate Relief as they may deem necessary, not exceeding the sum of Ten Pounds.

INTERPRETATION OF RULES.—71. Should any question or difference of opinion arise as to the true meaning of any of the Rules of the Institution the Board of Management shall have power to determine the same, and their decision shall be binding; subject, nevertheless, to an appeal to the next General Meeting.

In moving the confirmation of the above revised rules, Mr. Spiers said he hoped the members had carefully perused them. Needless to say, the Board had taken a great deal of trouble in going through them, and they believed they had got them into as simple a form as possible. From time to time, as they knew, they had made alterations in the rules, and they had found, in the course of experience, that some of them were rather contradictory and liable to be misunderstood. They therefore thought the time had come when they should approach the rules as a whole and correct them from Alpha to Omega. They had placed themselves in the hands of their hon. solicitors, Messrs. Vandercom & Co., and through the great care and attention that firm had given to the rules on the members' behalf—attention which he really might tell them had been given by Mr. Cook—they had reduced them to the form submitted. He hoped they would find the alterations which had been made were good, and that they would be passed that evening. He then referred to a few of the alterations in detail, and said of course the Board did not wish to dictate to the members in any way as to what they thought was right or wrong; they simply wanted to lay before the members the result of their labours in the hope that it would be accepted. It would be observed that they had settled one very important point which had been discussed over and over again—namely, the eligibility of persons becoming members of the Institution. Hitherto the rule had been that the qualification was persons occupying positions of manager, foreman, salesman and so on. They proposed to do away with that altogether and provide that the rule should read that the qualification should be any person actually engaged in the trade. This would do away with all distinctions, making it that any person engaged in the pottery and glass trades could qualify as a member of the Institution. That was a very radical and important reform, and one which he thought would greatly tend to the strengthening of the Society. As soon as this rule was properly understood in the manufacturing districts they ought to be able to double their numbers, and therefore he hoped steps would be taken by which this provision would be made thoroughly known in the Potteries. The Chairman had remarked that he found that ladies were not mentioned as eligible for membership. Having made the alteration which he had mentioned there could be now no doubt on the subject. The Board of Management, he might also say, had under consideration the celebration of the 25th anniversary of the foundation of the Institution by a dinner, and on that occasion make a very special effort to increase their funds. Personally he was of opinion that they should approach all the manufacturers and get them to impress upon their employees the benefits resulting from membership of this Institution. Hundreds of manufacturers throughout the country could do this. He had a scheme on hand in this direction, but they would want the co-operation of their chairman and other leaders in the trade to carry it into effect. The board of management had power to appoint provincial committees, and they had done so in the Potteries and at Stourbridge, but it was a question whether they ought not to appoint special committees in the large towns, such as Birmingham, Liverpool, and Manchester, for it was impossible for the London board to approach the members of the trade in these large towns. They could approach them in London, and had done so with the result that the majority of the members of the Institution were resident in London. He should like to see the same thing done in the country, and there was no reason why such a proposal should not be adopted in the provinces. He concluded by expressing the pleasure he felt in submitting and moving the confirmation of these rules.

Mr. R. Lawson, in seconding the motion, spoke of the privilege accorded to members of paying their subscriptions in weekly instalments to a duly authorised person in the respective establishments. A sum of 2½d. per week, he thought, could not be missed; but all concerned must bear in mind that full benefits could not be derived until a full year's subscription had been completed.

The Chairman, in putting the resolution to the meeting, advised the Board of Management to circulate among the members of the trade the little pamphlet he held in his hand which showed the benefits to be derived by membership of the Institution. 2½d. per week, as had been stated, was not a large fee, but he might say that in his factory he did not think there was one in fifty who was not connected with some benefit fund. He believed that most of the warehouse people belonged to clubs, but at the same time there was no reason why the pamphlet should not be placed before them.

The rules as amended were then confirmed.

PRESENTATION TO MR. COOK.

The Chairman said a gentleman was present who had been professionally connected with the revision of these rules. Mr. Cook had devoted a great portion of his time to the work, and no doubt he would have heard that his labours were appreciated by the members of the Institution. It was his (the chairman's) pleasure and privilege to ask Mr. Cook to accept as a present from the members of the Board of Management—not out of the funds provided by the subscribers or members—some recognition of the work he had performed. What he had to present was something which he no doubt would appreciate—namely, a very beautiful gold cigarette case, bearing the arms of the Institution, and a vase. He trusted that Mr. Cook would, when he looked at this memento, feel assured that his work had been recognised by the members of the Institution. (Hear, hear.)

The presentation having been made amid applause,

Mr. Cook briefly replied, remarking that this presentation came as a very great surprise to him. He felt as if he ought to accept it vicariously, for he was afraid that a large portion of the work had been done in part of the time he should have devoted to the interests of his firm. (Laughter.) He hoped, however, that the rules which had now been confirmed would be found to work satisfactorily.

VOTE OF THANKS TO THE CHAIRMAN.

Mr. F. Cox then proposed a vote of thanks to Mr. Murray for presiding. He said the members ought to be doubly grateful to him for coming from Birmingham at very great inconvenience to himself. (Hear, hear.)

Mr. F. Spiers seconded the motion, which was heartily accorded, and the Chairman having briefly returned thanks, the proceedings terminated with a further vote of thanks to the managers of the Holborn Viaduct Hotel for favouring the Institution with a room, free of charge, for carrying out the business of the meeting.

The Pottery & Glass Trades Benevolent Institution

Was established in the year 1881 for the Relief and Assistance of Employés (being Members of the Institution) and their Widows who, from old age or other unavoidable cause, may be rendered incapable of supporting themselves.

ANNUAL SUBSCRIPTIONS.

GOVERNOR ... ... 21s. 0d. ... ... 2 Votes.

MEMBER, when not more than 30 years of age, 10s. 6d. .. 1 Vote.
,, from 30 to 35 years of age, 12s. 6d. ... ... 1 Vote.
MEMBER, from 35 to 40 years of age, 15s. 0d. ... 1 Vote.
,, ,, 40 to 45 ,, ,, ,, 18s. 6d. .. 1 Vote.

LIFE SUBSCRIPTIONS AND DONATIONS.

LIFE SUBSCRIBER ... 5 Guineas ... 1 Vote.
LIFE GOVERNOR... ... 10 Guineas ... 2 Votes.
VICE-PRESIDENT ... 25 Guineas ... 5 Votes
PATRON ... ... 50 Guineas ... 10 Votes

Annuities are granted to Members of £25, and to the Widows of Members of £15.

ALGERNON J. PRICKETT, *Secretary.*
Offices of the Institution: 6, THAVIES INN, HOLBORN, E.C.

stratum of broken chinaware and chips of fireclay, and the houses are built of fragments of fireclay. Ching-te-Chen has been the centre of this industry for some nine hundred years. The streets are mean, narrow, and poor; the houses squalid, dirty, and crowded beyond the average even of Chinese towns; but Ching-te-Chen sends its wares all over the country. It is specially celebrated for real and imitation sang de bœuf porcelain. Besides depending on local resources, the manufacturers import colouring matter from Japan. The potter's wheel as used in Ching-te-Chen is a primitive arrangement, consisting of a plain round table revolving on a rough wooden socket and worked by a treadle. The more delicate work is done by women. The greater part of the kilns only work for a comparatively short season every summer. During the busy season when every kiln is perhaps employing an average of 100 to 200 men, the population of Ching-te-Chen rises to about 400,000, but of this nearly, if not quite, half are labourers drawn from a wide area of country, who only come for the season, live in rows of barrack-like sheds, and do not bring their families with them. Apart from the kilns, one passes along street after street where every shop is occupied by men, women, and children all engaged in the designing, moulding, painting, or distributing of pottery. Potters' sheds, where the clay is mixed and moulded on the wheel, seemed to be innumerable. The river bank is crowded for three miles by junks either landing material and fuel or shipping the finished product. Shops for the retail sale of the ware, though numerous, are less in evidence than might have been expected, and the wholesale trade, which is in the hands of guilds, makes little display. Apart from the meeting halls of these guilds, there are scarcely any buildings with any architectural pretension, but the guild halls are rich and elaborate structures.

The Bavarian Glass Industry.—According to a Consular report issued last month, the manufacture of glass was impeded in 1904 by dry weather and lack of water power, especially in the Fürth district, the centre of the industry. The United States market, once all-important to the Bavarian glass industry, is being spoilt by inland competition and high duties, whilst the Canadian market has been lost entirely by the tariff war: the duty on Bavarian blown glass was formerly 20 per cent. ad valorem, Belgian crystal glass paying 25 per cent., but now the duty on German glass has been raised to 26⅔ per cent., whilst the duty on Belgian glass has been reduced to 10 per cent. It this state of affairs continues, the Bavarian glass industry will soon be a thing of the past, having besides to fight against the keen competition of the Rhine provinces, Silesia, Saxony, Belgium, and Bohemia. Fürth (Nuremberg) exported in 1890 to the United States glass to the value of £470,000, which sum fell to £118,533 in 1903, and to £62,834 in 1904. The same place exported up to 1904 mirrors to the value of about £12,500 per annum to Canada, but since the new tariff and surtax amount to 26⅔ per cent. of the total value, the export trade to Canada is almost killed. Some works have ceased to manufacture mirrors, having turned to plate glass instead, whilst other works have stopped manufacturing entirely. The raw materials necessary to the glass industry have also considerably increased in price—acids, arsenic from 15 to 20 per cent., shellac even 300 per cent., &c., whilst the increase of the sale price was only from 5 to 12 per cent. This increase was partially rendered possible by the strike in Belgium, by which the Bavarian glass industry profited temporarily. The competition, however, of the United Kingdom and Belgium made itself felt later on, these countries having lost their market in the East through the war in Asia and seeking new outlets. It may be mentioned here that a school for the glass industries, the first of its kind, was opened at Zwiesel, Bavaria, with the financial support of Government. The glass bead industry, a speciality of Upper Franconia, did not do well in 1904, although sale prices rose somewhat towards the end of that year. Africa is the chief market for Bavarian beads. Stained glass, one of the chief art productions for which Munich is famous, suffered in 1904 on account of the decrease in orders. The chief cause of this depression is said to be an order of the Ministry of Education and Worship (Kultusministerium) by which stained glass of more modern styles is no longer to be admitted in Baviaran churches. New markets have therefore to be sought in North Germany, prices having decreased in consequence. The new order creates a great deal of dissatisfaction, and it is anticipated that the staff of numerous Bavarian glass painting establishments (there are 34 in Munich alone, employing some English artists) will have to be reduced, or the establishments will have to be moved to foreign countries. Added to this, wages of artists have risen, and the export to Canada and the United States suffers from the surtax and the heavy duty of 45 per cent. of the value respectively.

THE CHINA AND GLASS DEALERS' ASSOCIATION.

A MEETING of the Central Board was held on Wednesday, Jan. 24, at the Saracen's Head, E.C.

The Hon. Sec. reported progress made, and read letters received from various manufacturers agreeing to fall in with certain suggestions of the Association. Letters were received from the secretaries of the various manufacturers' associations. Reports from the branches were received, that from the Leeds and District Branch being specially encouraging, the hon. sec. of that branch, Mr. W. Neaverson, of Kirkgate, Huddersfield, having worked very hard to attain such splendid results. Those members of the trade in Leeds district who have not already joined should communicate with Mr. Neaverson without delay. Several cases have been dealt with by the Association for members, and all have been settled to the satisfaction of the members interested. The formation of other branches is under consideration, and members of the trade who would be willing to give any assistance in the formation of a branch in their district should kindly communicate with the hon. sec. of the Central Association, A. E. Watson, Minster-street, Reading.

A large amount of general business was transacted, the board having a very lengthy sitting.

Mr. A. E. Watson, Hon. Sec. of the Association, has received the following letter from the Editor of an American pottery trades paper published in Pittsburg, Pa. :—"We have noted with a great deal of interest the progress which your Association is making, and as we are advocating the organisation of such an association among American buyers and dealers, we write to ask you if it will be possible for you to let us have a copy of your constitution, and if not, would you do us the kindness of outlining along what lines your association has been formed, its objects, aims, &c. We have addressed a letter to the prominent buyers and dealers of this country, asking them if they would be favourable to a meeting early in January with the object in view of discussing the organisation of such an association. If, therefore, you will give this matter your prompt attention and let us have any information you can at your very earliest convenience, we assure you that we will be under a deep obligation. Assuring you of our sincere interest in your Association, and wishing you and it untold success, we beg to remain, yours very truly (signed)."

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Mr. J. P. Paton, china and glass dealer, has relinquished the business at 789, Fulham-road, S.W.

Mr. H. Randall, china and glass merchant, is about to remove from 605 to 639, Old Kent-road, S.E.

The Cloisonné Glass Co. are removing from 9, Berners-street, Oxford-street, W., to 40, in the same thoroughfare.

The Staffordshire House Pottery Stores have been opened at 6, Station-parade, Uxbridge-road, Ealing-common, W.

Mr. J. Lawford, china and glass dealer, has opened new premises at 4, Frognal-terrace, West End-lane, Hampstead, N.W.

Mr. J. A. Cox, china and glass merchant, announces his intention of shortly vacating the premises 42, Old Compton-street, Soho, W.

Mr. E. Pomeroy, china and glass merchant, is transferring his business from 5, Tower-bridge-road, Bermondsey, S.E., to 57, in the same thoroughfare.

Mr. Philip Myers, of the firm of Myers & Co., pottery and glassware importers, of Wellington, N.Z., is paying a visit to this country, and will spend some time in the Potteries.

Mr. J. W. Baker, 136 and 138, Union-street, Aberdeen, N.B., has been granted the Royal Warrant of appointment as glass and china merchant at Aberdeen to H.M. the King.

The Late Mr. R. Lister, of 3, Unity-street, Keighley, retired china and earthenware dealer, and formerly a member of Keighley Burial Board, left estate to the value of £4,163.

Factors, Ltd.—Registered capital, £500, in £1 shares. Object, to carry on the business of manufacturer of and dealers in machinery, china and glass, and wooden and other goods, &c. Registered office, 41, North John-street, Liverpool.

The Hecker Syndicate, 18, Grosvenor-mansions, Victoria-street, S.W., inform us that they are the sole owners of the patents for the new glass-blowing machine described on page 1139 of the October issue of the POTTERY GAZETTE.

Universal Airtight Jar Co., Ltd.—Registered capital, £6,000 in £1 shares. Object, to acquire from A. E. Pike and J. L. Osborn the benefit of a certain existing invention relating to improvements in jars, bottles, and other vessels, and to carry on the business of manufacturers of glass bottles, jars, lids, covers, and vessels of all kinds, &c. Registered office. Shannon-court, Nicholas-street, Bristol.

S. and J. Smethurst, Ltd.—Registered capital, £20,500, in 10,000 preference and 10,000 ordinary shares of £1 each and 10,000 deferred shares of 1s. each. Objects, to acquire the business carried on by S. Smethurst and J. Smethurst, at Oldham and elsewhere as S. and J. Smethurst, and to carry on the business of manufacturers of bricks, tiles, pipes, pottery, earthenware, china, terra cotta, and ceramic ware of all kinds.

Death of Mr. George Edwards.—We hear with regret of the death of Mr. George Edwards, at one time a china manufacturer of Longton. Mr. Edwards was seventy-four years of age, and died at his residence in Stone. He was formerly in business at the Sheridan Works, King-street, where his father had preceded him as a manufacturer. Mr. Edwards was greatly respected, both in business and during his retirement.

S. Fielding & Co., Ltd.—Registered, with a capital of £13,000, in £1 shares, to acquire the business carried on by Messrs. S. Fielding & Co., at the Railway Pottery, Stoke-on-Trent, Staffordshire, and to carry on the business of earthenware manufacturers and merchants, china merchants and factors, &c. The subscribers are: A. Fielding, A. R. Fielding, J. Sayer, A. G. Richardson, F. Geen, R. W. Day, and Mrs. E. M. Keeling.

Mrs. Gereth, Ltd.—Registered capital, £1,000 in £1 shares. Object, to adopt an agreement with Rosina G. Bartlett for the acquisition of the business carried on by her at 95, New Bond-street, W., as Mrs. Gereth (the consideration being £150 in shares), and to carry on the said business and that of workers in ornamental, decorative, and applied art, dealers in jewellery, glass, and chinaware, &c. Registered office, 15, Dover-street, Piccadilly, W.

Burythorpe Silica Sand Co., Ltd.—Registered capital, £2,000, in £1 shares. Objects, to acquire the business of quarrying for silica and other sand and minerals, &c., carried on by W. E. Conder at Burythrope, Yorks; to adopt an agreement with W. E. Conder and J. Whitaker, and to carry on the said business and that of manipulators and workers of stone and minerals, glass makers, and vendors, &c. Registered office, 18, East-parade, Leeds.

Bristol Potteries.—During the past month an interesting correspondence has been carried on in the "Western Daily Press," dealing with the history of the potting industry in Bristol and the surrounding district. Perhaps the best letter was one in which Mr. W. C. Crocker traced the development of the Bristol Pottery from its beginnings, probably in the sixteenth century, down to the present day, when it forms part of the flourishing business of Messrs. Pountney & Sons, Ltd.

Nixon & Co., Ltd.—Registered capital, £1,000 in £1 shares. Objects:—To acquire the business carried on by E. T. Nixon at Providence Pottery, Chell-street, Hanley, as E. T. Nixon & Co., and to carry on the business of manufacturers of, agents for, and dealers in jet, Rockingham, Samian, bakers' and cane ware, tea and flower pots, vases, pedestals, stands, tiles for hearths, fireplaces and walls, &c. No initial public issue. Registered office, Providence Pottery, Chell-street, Hanley.

Calendars, Diaries, &c.—We have received and acknowledge with thanks:—A neat pocket diary, with three days to the page, and a notably distinct wall-calendar from Mr. Warwick Savage, printer, Burslem.—An artistic tear-off wall calendar from the Roessler and Hasslacher Chemical Co. (ceramic department), 100, William-street, New York, U.S.A.—A similar calendar, decorated with pictures of their sifting and mixing machinery, from W. Gardner & Sons (Gloucester), Ltd., of Gloucester.

Pottery Fire at Maidenhead.—Damage estimated at £20,000 was caused by a fire which broke out on Jan. 8 at the brick, tile, and pottery works of Messrs. J. K. Cooper & Sons, Pinkneys Green, near Maidenhead. The fire originated in the centre of a large three-story brick building, 560 ft. long and 50 ft. wide. which, in addition to having kilns underneath, was heated by hot-water pipes. Everything was very dry, and, once the fire got a good hold, the entire building was doomed. The factory was totally destroyed, and all the machinery, hydraulic lifts, and thousands of valuable moulds and models were lost. The loss is covered by insurance.

The Furnishing Trades' Exhibition, which is to be held at the Agricultural Hall, Islington, N., is the tenth occasion of the kind, and special efforts are being made to make it a thorough success. The organisers are the International Trade Exhibitions, Ltd., who have had a wide experience in arranging trade exhibitions in London and Glasgow. A special feature to mark the first decade of these exhibitions is the issue of a souvenir pocket book and note case to every shopkeeper handling furnishing goods throughout the United Kingdom. This work will also be issued to every Colonial buyer of furnishing goods, and the

useful feature will be that it will act as a season ticket during the run of this year's exhibition. We are informed that nearly 25,000 of these neat and serviceable little reminders are being issued.

Bankruptcy Law.—Considering that there are upwards of 70,000 undischarged bankrupts in the country, and that the number is constantly increasing, the reply of the Secretary to the Board of Trade to the Association of Chambers of Commerce is interesting. The Chambers asked for certain amendments of the Bankruptcy Law, and Sir Francis Hopwood says: "I have now had an opportunity of discussing the matter with the President of the Board of Trade (Mr. Lloyd-George), and he has decided to take the necessary steps to secure the appointment of a Departmental Committee, which will be charged with the duty of making inquiry into the matter, to which the Associated Chambers properly attach considerable importance; and also into several other points affecting bankruptcy law which the Board of Trade feel are worthy of consideration."

The Shop Hours Act in London.—At the meeting of Lambeth Borough Council, on Thursday, Jan. 18, a letter was received from the Camberwell Borough Council stating that the draft of a Closing Order under the Shop Hours Act had been passed by them and was about to be submitted to the Home Secretary, in respect of china and glass dealers, &c., and suggesting that the South London Borough Councils should take concerted action with regard to the making of Closing Orders in respect of these traders. The communication went on to state that it was sincerely trusted that the Lambeth Borough Council would endeavour to join with the Camberwell Borough Council in putting the Act into force, as the greatest number of objectors are those who are situated on the boundaries of the boroughs, and who object to the Order solely because the adjoining boroughs have made or are making no order. It was decided to reply to the effect that the Lambeth Council was not prepared to take any steps towards the making of Closing Orders until the Council was approached with the request to do so from a representative number of tradesmen who would be concerned.

The Late Mr. Godfrey Wedgwood.—The will of the late Mr. Godfrey Wedgwood, of the firm of Josiah Wedgwood & Sons, Ltd., Etruria, has been proved. The deceased appointed as his executors his wife, Mrs. Hope Elizabeth Wedgwood, and his son, Mr. Cecil Wedgwood, of Barlaston, who have returned the total value of the estate at £36,746, of which £27,336 is net personalty. By his will, dated July 17, 1895, the testator directs that the funds of his marriage settlement shall be paid to his daughter, Mary Euphrasia Wedgwood, on her attaining twenty-one years. He gives his son Cecil all the silver, jewellery, pictures, books, and furniture that came to him on his marriage, together with all articles mentioned in a schedule attached to his will. His residence, Idlerocks, with the lands adjoining, and all horses, carriages, linen, china, books, musical instruments—in fact, absolutely everything in his said house (except money or securities for money and articles specifically bequeathed) he leaves to his wife absolutely. The rest and residue of his property is left to his son Cecil, or failing such trust to his issue, or in the event of his son dying without issue to his wife, or if she also predeceases testator to his daughter and her issue. The executors are authorised to use their discretion in giving servants presents in accordance with their length of service.

The Origin of the Belleek Pottery was described as follows in a recent issue of a ladies' journal:—It is no uncommon sight in the North of Ireland to see gleaming, white-faced cottages, but one upon Mr. Bloomfield's estate of Castle Caldwell far surpassed all the others by its glistening brightness. The tenant was asked how he had managed to make his house present such a wonderful appearance, and the man said he had discovered a pit of "naturally burnt lime," with which he had mixed his whitewash. This not seeming a very conclusive solution, the so-called lime-pit was explored, and proved to be a vein of a species of kaolin, which is the chief ingredient in the making of Chinese porcelain. Nor was this all, for upon further research upon the estate the other materials necessary for establishing a porcelain manufactory were found in the vicinity. Up to this no porcelain had been made in Ireland, although delft had been produced from time to time in different parts. The various clays having been thoroughly tested and yielding most promising results, a pottery was finally established with the aid of a wealthy and philanthropic citizen of Dublin, who, having a practical engineer as resident partner, continued to carry on the manufacture until 1882, when he died, being followed the next year by his partner. The industry was then threatened with failure, but after some years of depression it was bought by a company, and is at present in a flourishing condition.

An Interesting Farewell and Presentation.—On one of the last evenings of December the biscuit warehouse of Mr. William Ault's Art Pottery Works, Swadlincote, was transformed into a drawing-room, the occasion being a farewell tea and gathering given to the employees and friends by Mr. and Mrs. J. W. Mellor. Mr. Mellor, manager of the works, with which he has been associated for twenty years, is severing his connection owing to ill-health, and intends to embark for Canada in the spring. The party, comprising about seventy workpeople and friends, sat down to a substantial tea, and afterwards indulged in parlour games, dancing, and a musical programme. Mr. W. Ault, who presided, gave expression to the gratitude all felt to Mr. and Mrs. Mellor for providing such a bountiful repast. He said the business had been in existence for twenty years, and he was pleased to see so many still connected with it who were there at its commencement. Other firms had tried to imitate them, but had had to close their doors, although they themselves had shared in the depression of the past year or two. With regard to the parting with their friend Mr. Mellor, he had been a very great help to the business, and he desired to express his appreciation of his efforts. He possessed special qualities for a business like that, and his services had been very valuable in it. They all regretted the necessity for any severance, and wished him health, happiness, and prosperity in every sense of the word. He was sure they had the same feelings for Mrs. Mellor. The chairman then called upon Mr. J. Edwards to make the presentation on behalf of the workpeople. This consisted of a handsome diamond scarf pin and pair of cuff links, the latter being engraved with Mr. Mellor's monogram. In handing over the gifts Mr. Edwards regretted the cause of the parting, and wished the manager a happy New Year, long life, health, happiness, and prosperity. Mr. Edwards was supported by other speakers. In responding, Mr. Mellor, who was much affected, thanked all for the handsome presents and the good things said about him. There were many things he would like to say to them, but words failed him. It was not an easy thing to break old associations, and only the previous day Mr. Ault asked him not to sever his connection with the business entirely until he sailed, and he had fallen in with the suggestion.

Wedgwood Ware.—An article in an Irish paper on this fascinating subject was inadvertently headed, "Wedgwood Wear." This recalled to our memory the "Ballet of Old China," and set us wondering if ever people would apply as much taste to their clothes as potters do to their pots. A suit or dress designed on the lines of the well-known blue and white jasper should be very attractive.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR DECEMBER, WITH FIGURES FOR THE WHOLE OF 1905.

	Quantities.				Value.			
	Month ended 31st Dec.		Twelve Months ended 31st Dec.		Month ended 31st Dec.		Twelve Months ended 31st Dec.	
China or Porcelain, and Earthenware.	1904.	1905.	1904.	1905.	1904.	1905.	1904.	1905.
To Germany ..... cwts.	2,940	3,644	50,643	54,992	£5,552	£5,541	£74,877	£69,146
„ France ..... „	7,653	3,239	61,138	48,140	6,107	5,516	62,635	62,510
„ United States of America ..... „	25,760	29,972	443,218	404,362	35,413	37,402	555,549	507,887
„ Brazil ..... „	7,559	68,643	109,116	209,408	7,441	16,899	82,906	104,356
„ Argentine Republic ..... „	32,095	22,593	219,881	347,286	11,259	10,093	101,258	133,014
„ British South Africa ..... „	—	19,413	—	252,624	—	12,343	—	150,006
„ British East Indies..... „	16,864	16,332	203,544	241,067	12,792	10,874	132,095	138,399
„ Australia ..... „	17,164	12,790	150,933	147,543	17,447	14,709	172,132	163,065
„ New Zealand ..... „	4,832	3,976	66,379	59,440	6,412	5,870	79,432	77,761
„ Canada ..... „	14,401	9,781	246,818	243,926	14,269	10,780	204,113	189,083
„ Other Countries ..... „	94,484	77,838	1,156,358	741,414	55,505	44,924	641,327	502,290
Made up as follows:								
Porcelain, Chinaware, and Parian .. „	2,135	1,892	50,805	24,120	14,956	17,469	188,447	177,433
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	90,422	84,210	1,102,941	1,128,650	107,677	107,118	1,316,505	1,408,621
Jet, Rock'm, and Glazed Terra-cotta „	1,132	32	8,543	3,386	1,205	47	12,047	4,223
Red, Stone, Brown and Yellow Ware „	114,189	168,265	1,368,702	1,445,933	23,539	31,743	320,668	310,012
Other Sorts (including Electrical and Chemical Ware) ..... „	15,874	13,822	177,037	148,113	24,820	18,574	268,657	197,228
Glass.								
Plate Glass ..... „	11,916	7,584	85,080	118,023	16,261	11,615	123,256	165,966
Flint Glass ..... „	5,285	4,370	61,554	60,752	16,488	15,260	183,318	194,201
Bottles and Common Glassware.. „	—	—	—	—	—	—	—	—
Glass Bottles ..... gross	49,453	49,904	681,562	654,041	30,683	31,813	423,364	425,337
Glass Manufactures, other sorts.... cwts.	25,582	35,368	318,002	365,930	23,899	31,514	279,961	326,260

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR DECEMBER.

	Quantities.				Value.			
	1904.	1905.	1904.	1905.	1904.	1905.	1904.	1905.
Porcelain, Chinaware, and Parian.. cwts.	7,505	5,216	126,792	50,601	£30,098	£26,639	£413,943	£232,895
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	26,567	30,773	263,671	341,431	56,519	60,625	501,179	641,300
Jet, Rock'm, and Glazed Terra-cotta „	23	1,032	411	1,473	66	418	2,268	1,606
Red, Stone, Brown and Yellow Ware „	710	2,563	15,840	28,211	1,493	2,289	12,102	9,519
Other sorts (including Electrical and Chemical Ware) ..... „	882	1,640	11,786	20,767	2,488	3,224	28,481	27,029
Window and German Sheet Glass „	65,385	143,573	1,080,752	1,235,210	38,687	82,206	622,367	725,747
Plate Glass ..... „	36,390	26,483	477,625	419,588	42,487	35,575	563,952	516,796
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass „	73,900	84,049	639,621	825,059	129,097	145,191	1,076,697	1,373,532
Glass Bottles..... gross	148,153	145,682	1,618,138	1,555,245	60,412	63,057	661,510	638,991
Glass Manufactures, other sorts.... cwts.	15,715	6,036	234,887	82,540	28,367	7,849	454,774	143,501

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR DECEMBER.

	Quantities.				Value.			
	1904.	1905.	1904.	1905.	1904.	1905.	1904.	1905.
Porcelain, Chinaware, and Parian ...cwts.	1,702	1,148	36,303	21,570	£6,327	£4,327	£101,285	£82,473
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) „	1,279	1,649	21,795	20,647	2,406	2,350	80,461	41,286
Jet, Rock'm, and Glazed Terra-cotta „	4	—	66	183	21	—	290	155
Red, Stone, Brown and Yellow Ware „	4,389	9	4,451	86	2,039	35	2,217	142
Other sorts (including Electrical and Chemical Ware) ..... „	—	4	3,186	124	3	46	8,646	487
Window and German Sheet Glass „	401	588	22,914	11,037	218	328	10,977	6,124
Plate Glass ..... „	252	—	2,258	4,153	333	—	2,711	5,908
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass „	3,538	3,435	19,432	56,584	7,747	7,128	46,148	114,587
Glass Bottles ..... gross	3,286	1,766	24,819	24,423	1,196	971	12,930	12,227
Glass Manufactures of other sorts ..cwts.	376	359	23,033	9,920	1,355	1,223	60,019	25,593

EXPORTS OF CLAY FROM THE UNITED KINGDOM FOR 1905.

	Quantities.				Value.			
	Month ended Dec. 31,		Year ended Dec. 31,		Month ending Dec. 31,		Year ended Dec. 31,	
	1904.	1905.	1904.	1905.	1904.	1905.	1904.	1905.
Clay, Unmanufactured.....	37,171	38,114	518,714	564,671	£39,728	£40,857	£557,838	£586,720

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Nov. 26 to Dec. 30, 1905. Packages.	Corresponding period, 1904. Packages.	Exports, Jan. 1 to Dec. 30, 1905. Packages.	Corresponding period 1904. Packages.
To Boston.....	328	503	5,349	7,512
„ New York	599	501	7,137	6,168
„ Baltimore	865	556	11,547	10,752
„ Philadelphia	95	28	935	641
„ New Orleans	259	283	3,434	4,968
„ Newport News	24	9	1,068	725
„ San Francisco	194	41	1,326	2,197
„ Portland, Me.	8	18	478	303
„ Galveston	10	4	836	633
„ Portland, Or.	169	19	669	1,050
„ Inland Points	1,206	1,094	13,117	16,448
Total	3,757	3,056	45,896	51,697

CERAMICS AT THE ST. LOUIS EXHIBITION.

RATHER belated, but nevertheless of considerable interest, is the report of the British Commissioners to the St. Louis Exhibition of 1904, which was issued at the end of January. It contains the following reports dealing with the ceramic exhibits :—

Report on the Collective Exhibit of Ceramics, by S. J. Cartlidge, Esq.—The Manufactures Committee of the Royal Commission for the St. Louis Exhibition decided, in April, 1903, to take action with the view of providing a collective exhibit of British ceramics and glass. After some fruitless preliminary steps in this direction had been taken, the Committee, in June, 1903, requested one of its members to undertake the provision and organisation of such an exhibit, and they secured, as the result of his labours, an attractive and representative collection of pottery, potters' appliances, and tiles. It was found impossible to arrange for any specimens of glass to be sent for exhibition.

The collection thus obtained comprised ceramics of great diversity in character and material, from the coarse-bodied but quaintly shaped and decorated pottery of Wales to the fine porcelain or "china" manufactured in Staffordshire. The specimens of earthenware included the useful plain white "granite" as well as the finer kinds, such as the "semi-porcelain," so largely exported to the United States. The tiles ranged in class from the plain "bath" tile to the richly decorated "cloisonné coloured glaze," the "majolica" and the "faïence" varieties.

The Royal Commission having undertaken to bear the cost of transport, installation, and return of all the exhibits in the collective display, the exhibitors, after arranging their specimens in show-cases similar to those provided at St. Louis in accordance with a plan devised and explained to them by the organiser of the exhibit, forwarded them to the shipping agents of the Royal Commission, who transmitted them to St. Louis direct.

On arrival at St. Louis the exhibits were arranged in conformity with drawings and photographs, sent by the exhibitors, showing the exact position of each piece, in twenty-seven show-cases, and the tiles on wall and floor space in a handsome court having a floor area of 3,200 square feet, enclosed by a barrier and a special platform.

Prominent in the centre of the court were three cases of choice specimens of porcelain contributed by the historic firm of Mintons, Stoke-on-Trent. These were remarkable for perfection of manufacture and consummate artistic qualities, seen as conspicuously in the dainty teacups and saucers and dessert plates as in the masterly reproductions of "Henri Deux" ware, and the unique and charming "Pâte sur Pâte" vases designed and decorated by M. Solon. Messrs. Doulton & Co., Ltd., of Lambeth and Burslem, showed some beautiful china vases embellished with paintings of flowers and medallions upon coloured grounds, of which one of the richest in tint was the "Bleu de Roi." The tasteful gilding of some of the pieces was striking in its delicacy and unity of effect. The exhibit included pieces of salt-glazed coloured stoneware so well known under the name of "Doulton ware"; of "Lambeth faïence," decorated with underglaze paintings; and of "fine stoneware" or salt-glazed brown ware. Their exhibit as a whole well illustrated the chief among their finer productions from both Lambeth and Burslem.

An interesting show of "ironstone china" was contributed by Messrs. Geo. L. Ashworth & Bros., of Hanley, the specimens being reproductions of the "Mason ironstone china" so much in vogue in the early part of last century. Messrs. Ashworth, being the proprietors of the original designs, moulds, and copper plates produced by Mason, were able to show facsimiles of the original pieces, which are characterised by bold picturesque form, and lively, if somewhat bizarre decoration. Among the newer developments in British ceramics is the "Ruskin pottery," by Mr. W. Howson Taylor, of Birmingham, who sent a number of vases, cups, saucers, candlesticks, &c., showing diverse and lovely effects obtained by well-designed simple shapes, broken tints of colour, and variety of surface texture. These specimens were remarkable for thinness and lightness of body and a limpid, leadless glaze of fine quality. The artistic merit of the "Ruskin ware" is mainly due to the influence of Mr. Edward R. Taylor, late head master of Birmingham School of Art.

Messrs. Johnson Brothers, of Hanley and Tunstall, displayed a collection of fine "semi-porcelain" earthenware in plain white with embossed decoration, and in printed and gilt patterns, the show being marked by artistic shape, perfect finish, and good colour. Excellent specimens of "semi-porcelain," evincing much taste and effectiveness in design, were also shown by Messrs. Booths, Ltd., of Tunstall, W. Harry Grindley & Co., of Tunstall, John Maddock & Sons, Ltd., of Burslem, and Alfred Meakin, Ltd., of Tunstall.

In face of the competition now developing in consequence of progressive improvements in the *fabrique* of American pottery, some of which is now made extremely hard and durable in substance, several new "bodies," compounded with the dominant aim of durability, have latterly been produced in Staffordshire. Among these are the "Royal Vitreous" and vitrified porcelain of John Maddock & Sons, of Burslem, and the "Silicon" china made by Booths, of Tunstall; and some good examples of this "hard" pottery were shown by both firms, possessing much finish and distinction in manufacture and style. Among the purely decorative pieces of pottery, Devonshire productions were prominent, Mr. Wm. Leonard Baron, of Barnstaple, exhibiting in his "Barnstaple ware" some charming examples of *Sgraffito* decoration finished with richly coloured glazes. Most of this pottery is made on the wheel and decorated by Mr. Baron, who is a certificated Art Master. Mr. C. H. Brannam, also of Barnstaple, contributed many examples of his "Barum ware," now becoming well known amongst the various kinds of decorative pottery. Mr. E. H. Bulley, of Torquay, exhibited a selection of his "Slip" decorated pottery, all of which is entirely made and decorated by hand. Fifty-seven pieces of beautiful pottery, designed by and executed under the direction of W. Moorcroft, were exhibited by Messrs. James Macintyre & Co., Ltd., of Burslem. Some of these interesting pieces were decorated by outlining the design with clay, the space between the outlines being filled in with metallic oxides under the glaze. Others were decorated entirely in coloured clays, and all were distinguished by refinement in design and colour. Some tasteful decorative pottery, well designed and varied in contour, form, and pattern, was shown by Messrs. Wardle & Co., Ltd., of Hanley; and the quaint shapes, decorations, and animals embodied in the pottery exhibited by the Welsh Industries' Association were effective and well chosen. The Crown Staffordshire Porcelain Co., Ltd., of Fenton, sent a display of delicate and dainty porcelain comprising a great variety of pieces in white china and in china richly decorated. The handsomely modelled Cupid jugs and the wicker baskets were striking features of this show.

The display of tiles was centred by the exhibit of Messrs. Minton, Hollins & Co., Stoke-on-Trent, consisting of a handsome faïence drinking fountain with glazed mosaic basin; a large tile panel decorated with a subject illustrative of St. Louis in cloisonné coloured glazes; floor sections in vitreous ceramic mosaic and original Minton encaustic tiles; also wall tiles in majolica, all being distinguished by tasteful rich colour and effective balance of form and treatment. Messrs. G. Woolliscroft & Co., of Hanley, contributed decorated wall tiles, tile hearths, and fenders, and faïence gas stoves, all virile in design and colour. Messrs. Sherwin & Cotton, of Hanley, showed some glazed tiles for interior decoration which were well designed and manufactured. Embossed, enamelled, and plain white tiles in good taste and well finished were shown by Alfred Meakin, Ltd., of Tunstall, and Johnson Brothers, of Hanley.

Sales to the amount of £213 4s. 9d. were effected by the officers of the Royal Commission without expense to the exhibitors. These sales were naturally few in view of the heavy duty charged by the United States authorities, but they will doubtless have their effect in introducing British ceramic productions to new localities.

Some of the exhibits arrived at St. Louis in a damaged condition, and a few breakages occurred on the return journey. These were scarcely avoidable, and it is gratifying to know that the secretary of the Royal Commission has received letters of appreciation from most of the exhibitors expressing satisfaction with the facilities and assistance given.

(*To be continued.*)

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

WE have all been roused to some degree of enthusiasm by the stirring political events of the first month of the year, and in the potting trade the employers of labour have been vieing with one another in upholding the cause of Protection or Free Trade, while the workpeople have been showing no less vigorous partisanship. We may deem ourselves fortunate that General Elections do not follow one another so rapidly as they do in some other countries, since business would certainly suffer if we had many months like January in succession. So far as the Potteries is concerned the fight is over, and at the time of writing we were all settling down quietly to business again. The results of the local elections is that the quartette of Conservative members has been thrown over in favour of Liberal and Labour representatives. Not one of the new members is directly connected with the potting industry. Even Mr. Josiah Clement Wedgwood, the new member for Newcastle-under-Lyme, though bearing the historic name of the "father" of the English potting industry, is not actually identified with that industry himself. He, however, claims to be an "hereditary potter," and it may be confidently expected that he will be able to look after the interests of the potting trade at Westminster.

All the defeated candidates made a strong point of the recent depression in the potting trade as evidence in favour of fiscal reform, and the majority of the manufacturers rallied to their standard. But, though the number of master potters who ranged themselves on the other side was far fewer, what they lacked in numbers they more than made up in enthusiasm. Gentlemen like Mr. Edmund Leigh, J.P., Mr. Leonard Grimwade, Mr. Percy Shelley, Mr. George Wade, and Mr. T. W. Harrison, J.P., to mention only a few, did an amazing amount of work, and were important factors in the success which their party ultimately achieved. Amongst those who took the field on the opposite side were Mr. T. W. Twyford, J.P., Mr. John Ridgway, J.P., Mr. T. C. Moore, J.P., Mr. H. J. Johnson, J.P., Mr. J. S. Goddard, J.P., Mr. G. Elliot Meakin, Mr. J. C. Bailey, J.P., Mr. Jamieson, Mr. Colclough, Mr. Enoch Massey, and many others. The "reformers" sought to aid their cause by opening at Burslem their long-delayed exhibition of foreign-made pottery, with a view to impressing the workmen of the district with a due sense of the severity of the competition they have to face from abroad, but their opponents countered with a Free Trade pottery exhibition in a neighbouring street. Both exhibitions were arranged too hurriedly and housed too badly to be effective, and were introduced to the electors at too late a stage of the contest to be of much real service. The opening of the fiscal reform display was marked by a highly discreditable show of bad manners on the part of a section of the audience, which it was clear from the outset had made up its mind to obstruct the proceedings from the beginning to end. It had been announced that the exhibition would be opened by Mr. John Ridgway, J.P., the respected head of the Bedford Works Pottery, Shelton, but no sooner did Mr. Ridgway put in an appearance in the little shop in St. John's-square, where the ware was set out, than hostile demonstrations commenced. When Mr. Ridgway essayed to address them the opposition became so discourteous, and even threatening, that he was eventually compelled to give up the attempt. Mr. Ridgway is known to have given long years of study to the fiscal question, and this fact alone ought to have secured an attentive hearing for all that he had to say, quite apart from his position as a leading manufacturer, and one who, in his public life, has always displayed the utmost disinterestedness and integrity of purpose. The same unruly element repeated their unmannerly conduct a few nights later, when Mr. Ridgway, on attempting to address a mass meeting at the Burslem Town Hall, in favour of Mr. A. H. Heath's candidature, was howled down after he had uttered only a few sentences. The offenders were not identified in any official way with the Liberal party, the leaders of which hastened to dissociate themselves from the conduct of the obstructionists. It is a poor cause that cannot hear the other side.

The tariff reformers are confident that the polling would have been much closer in all four constituencies if the issues had not been confused. They declare their intention to continue their propaganda work in the hope of turning the tables on the victors at the next election. The political speeches made in the course of the various campaigns furnished some interesting arguments, some odd contradictions, and some important items of information relative to the potting trade which are deserving of attention. I

have selected a number of extracts, mostly from leaders of the potting trade, which are worth reading and comparing :—

In Longton there are 16 manufactories closed and about 800 empty houses. (Mr. D. H. Coghill, ex-M.P. for Stoke.)

As a matter of fact the output of pottery to-day in this district is far larger than it has ever been. (Mr. Noah Parkes, secretary, North Staffordshire Trades and Labour Council.)

To fire a million pounds' worth of china and earthenware will require 170,000 tons of coal, which would mean at least £40,000 in wages to the working miners. (Mr. Enoch Massey, at Stoke, January 12.)

Do you not know it is a fact that for every shillingsworth of pottery we buy from the foreigners we sell them 2s. 9d. worth ? Is not that enough ? (Mr. Leonard Grimwade, of Grimwade's, Ltd.)

The foreigner would never dream of sending a ha'porth of imports to this country if they would not be bought at his price. He would not, for the fun of the thing, send in anything at a loss. (Mr. John Ward, the new M.P. for Stoke, on "dumping.")

It is through such competition as this (holding up a foreign-made teapot, said to be delivered in Longton at 3½d.) that in Longton we have so many factories closed and 700 or 800 empty houses. What is the remedy ? Taxing ground values, we are told ! That might be a good thing, but would not a tax on foreign china do just as well ? (Mr. J. G. Aynsley, at Longton.)

Do you remember the state of things in the Potteries before the McKinley tariff was imposed ? I remember that large orders went from the Pottery towns to the shores of America, but where are they now ? They have almost entirely vanished. Before the McKinley tariff came in there was an increasing trade with America. Why should we not meet America in the same way she is meeting us ? (Mr. D. H. Coghill, at Stoke Town Hall, January 10.)

Supposing there is a million pounds' worth of crockery coming into this country every year, including that which remains in the country and that which is re-exported. We might say that £500,000 of that sum represents wages. This is a very large item, and it requires very earnest and careful attention to say how far this can be displaced and British labour substituted for it. (Mr. John Ridgway, at Burslem, January 8.)

An example of unfair trading has been brought to my notice. Some goods were sent from Germany to the Potteries. One girl put on the litho, and another put on the gold. The litho and gold were bought in Germany. Those goods were sent to Canada, and passed as goods made in this country. In Canada, therefore, they only paid a 15 per cent. tariff, whereas, if they had passed as German goods they would have had to pay 30 per cent. This was a matter which should be brought before the House of Commons. (Mr. D. H. Coghill, January 4.)

One fact I wish to drill into your minds is that when you get into protected countries you meet working men whose conditions of life are inferior to those obtaining in the Pottery towns. I wonder what you in Dalehill (Burslem) would think if the local butcher exhibited horse sausages and the local bakers black bread in their windows ? (Alderman E. Edwards, the new M.P. for Hanley.)

Free Trade gives us an advantage. The goods that are sent freely into this country are paid for by goods that we produce. If Mr. Chamberlain reduces the imports into this country, as he hopes to do, he will also reduce the exports ; he will benefit a few trades and ruin our export trade. We import into this country far fewer pots than we export, and if we check imports we check exports. Consequently we stand to lose by Protection. (Mr. Josiah C. Wedgwood, at Newcastle, January 4.)

As to the decrease in the number of factories . . some were closed because the man who owned the property refused to spend money in improving it and in modernising it. In Burslem, manufacturers have, in some cases, been unable to agree with their landlords. But they have not gone out of business ; they have moved to more suitable premises in other parts of the district. In view of this fact and the tremendous extension of the works of Messrs. Doulton, it is not fair to say that the factories which are closed in Burslem are so as the result of foreign competition. (Alderman Enoch Edwards, M.P.)

Instead of exporting our fair share of pots to America we are exporting our workmen, who are teaching the American workmen. Trade is improving, but we are simply getting the scraps that foreign protected countries cannot do with. If we had the power of threatening retaliation I am as certain as that I stand here that, in a few years, there would be a revision of the hostile tariffs which now do so much damage to this district as well as to other districts in this country. (Sir Alfred Haslam, ex-M.P. for Newcastle, Staffs.)

I have studied the question for several years, and I see marks of very great decay in the Potteries district. While our trade is going down, or is, at best, stationary, who are going ahead ? The Germans. Why ? Because they protect their own markets. They work full time. This cheapens production, and therefore they command the American and other markets. Their export trade in china and earthenware has increased in the last decade from £2,900,000 to £3,900,000. (Mr. John Ridgway, at Mount Pleasant, January 9.)

Why has the country been suffering from bad trade ? It is because it has deliberately allowed itself to be taxed beyond its resources. We have allowed the late Government to throw away 250 millions upon a useless expedition, and taxation is 60 millions more than ten years ago. No matter how powerful a nation might be there must be a limit to things of that kind. Trade is languishing because the surplus was taken in extra taxation when it ought to be used for extending the nation's business and commercial enterprise. (Mr. John Ward, the new M.P. for Stoke.)

At the present time there are certain grades (of ware) my firm have to make for the American market which are quite unremunerative. We are still hoping that something will be done in the matter of the tariff, and this is why we hang on and go on making these goods at these unremunerative prices. . . If the Americans keep the tariff where it is we must lose the American market. There is only one of two things we can do, and that is either to sit down and see the trade go, and let it go, or transfer our plant to the other side of the Atlantic Ocean. I need not point out to you that this would mean a loss to the district. (Mr. H. J. Johnson, J.P., of Messrs. Johnson Bros., at Hanley, January 14.)

There is a gentleman going round the district saying, as though it is something to be proud of, that he has 100 benches idle. I will not mention any names, but I will tell you this, that if I had a hundred benches idle I would hardly sleep at all until I had found work for the men who were thrown out. I would find other markets, and there are plenty to go at. All last year I was doing the work of three men, because two of my brothers had gone out to seek new markets, and one of them, who went to South Africa, brought back £3,000 worth of trade which would otherwise have gone to Germany. (Mr. Leonard Grimwade, at the Free Trade Pottery Exhibition.)

If we put the same tax on German china coming into this country as the Germans put on English china entering their country, there would not be a single person out of work in Longton. Longton cannot afford to laugh at German china. It is taking the life out of the town, and making it one of the worst in England. I know no town with more abject poverty than Longton. There is a million and half pounds' worth of china used in England every year. Longton, Fenton, and Stoke only make about £500,000 worth ; the other comes from abroad. The result is that Longton is poor, and unless we stop these free imports, it is God help us ! (Mr. Enoch Massey at Longton, January 4.)

In the Potteries the attempt to utilise a period of depression to convert people to tariff reform has failed ignominiously, and the efforts made by the Free Trade party in the district have been fairly successful in showing that, so far as the earthenware industry is concerned, we have no need to be alarmed. . . I notice that Mr. Webster Dean has, in the paper, attacked me personally because of some slight matter of a few things I have bought from Germany. I do not know why I am not entitled to buy a few things from Germany if I like. The best answer to Mr. Dean's statements is that I have signed wages cheques for the firm of which I am chairman amounting to over £1,000 for this week's wages, and I want to say that this is three times as much as it was five years ago. (Mr. L. L. Grimwade, of Grimwades, Ltd., at Hanley Town Hall, January 13.)

Some years ago a brother of mine elected to leave the Potteries and go to Germany. . . He had to consider whether he was going to do the best for himself by making sanitary goods in England or in Germany. He had now been in Germany three years, and what did he say ? He said that he did not regret his action at all. He said that he was more convinced every day of his life that the decision he came to was a wise decision so far as he was concerned. He said he could send sanitary goods to the London market cheaper than he could make them here. It seems an unfair thing that we should have a tariff against us in Germany of 50 per cent., and not be allowed to send goods there, and yet that they should be allowed to send their goods into this country free. (Mr. H. J. Johnson, J.P., at Hanley, January 14.)

During the last few years we have seen several of our greatest industries paralysed and thousands of our workers thrown out of employment by the dumping down in this country of foreign manufactured goods at cost, or even under cost price, by the free admission of undesirable aliens, and by the hostile tariffs imposed on goods manufactured in Britain by foreign countries. During the last few years we have seen our shipments of earthenware to the United States continually declining. To my mind, Mr. Balfour's proposal to call together the representatives of our Colonies to confer with the representatives of the Mother Country can result in nothing but good to us all. We shall then be able to see whether it is not possible to improve our commercial relations with the Colonies and whether we cannot devise some scheme to compel our foreign competitors to accept British manufactured goods on a more equitable basis. (Mr. G. Elliot Meakin, at Hanley, January 9.)

Six weeks ago I crossed the Atlantic, and as I was sitting in the smoke-room of the steamer talking to an American friend, my friend, hearing that I was connected with the potting and sanitary trade, said, "You see those two gentlemen sitting over there ? They are

directors of the Standard American Sanitary Manufacturing Co. They have just been telling me that they are going over to your side to erect a large factory for the English market.'' I was interested, and said, ''Are they going to erect it in North Staffordshire, do you know?'' He replied, ''Certainly not. They would not be such fools as that. They are going to erect it in Germany, and then they will have the whole of the German population as well as the English to supply.'' (Mr. J. C. Bailey, of Messrs. Doulton, at Burslem, Town Hall, January 12.)

If the earthenware and china manufacturers will show enterprise in extending their business to fresh markets, they will secure a considerable business for themselves and more employment for their workpeople. A most striking fact is that those businesses which have been most successful during the last twenty years, and have grown from small proportions, are the very businesses which have had to compete with a hostile tariff of from 40 to 50 per cent. It would be improper for me to mention names, but I know one large potting firm in the district which, twenty years ago, held a minor position. This concern has grown from small proportions until they can now claim that they are the largest firm of earthenware manufacturers in the world, and yet the whole of that success, wonderful as it has been, has been achieved in spite of a hostile duty of 40 to 60 per cent. (Mr. Edmund Leigh, of Burgess & Leigh, at the Free Trade Pottery Exhibition.)

I should like to say I never regret the step I took in building works in Germany for the purpose of competing with German and American competition. I am paying a considerable amount of wages there, and those wages are going into the pockets of German citizens instead of being paid to the workers in North Staffordshire. If I and other manufacturers are being driven to take our employment abroad, work, to a great extent, must cease in England. The number of unemployed will get greater year by year. . . In Germany they have no unemployed. The works are always as busy as they can keep. It is a most active centre of Germany in which I have erected my manufactory. There, industry has concentrated itself within a radius of forty or fifty miles. Every works is now fully employed, and they cannot get men for love or money. Yet we are told by Free Traders that wherever there is Protection the men have low wages and work longer hours. It is an absolute untruth, and in saying that I am speaking from personal experience. (Mr. T. W. Twyford, January 10.)

I can remember that there used to be an enormous quantity of toilet sets sent to the United States, but practically the whole of that trade has gone. The Americans have so developed their own potteries behind the wall of Protection that to-day they practically take no sets from this district. With regard to dinner ware, Mr. Grimwade has contended over and over again that there was no German earthenware coming into this country. But the Germans have begun to send earthenware into this country, and if we pursue our present fiscal policy we shall be flooded out with German earthenware in the same way as we are with German china. At the exhibition of foreign pottery there were four German earthenware toilet services displayed. We have been told that Mr. Leigh is prepared to make two of them at a considerably less price than that marked upon them. But Messrs. Grimwade and Leigh discreetly made no mention of the other two with which they could not compete. There is more than three-quarters of a million pounds' worth of pottery coming into this country from foreign countries each year. (Mr. J. S. Goddard, J.P., of Messrs. G. L. Ashworth & Bros., at Fenton Town Hall, January 12.)

The instances could be multiplied and extended almost *ad infinitum*, but those given above are quite sufficient to afford ample food for reflection. If they do nothing else, they suggest what a vast amount there is to be said on both sides.

Trade during the opening month of the New Year has been fairly well maintained, with an inclination, perhaps, to be a little quieter if anything. After the General Election, however, it is anticipated that there will be an increased demand, and earthenware manufacturers are optimistically looking forward to a busy half-year. The Board of Trade returns, giving the completed figures relating to our imports and exports for the year 1905, are now available, and show that, in spite of the spurt with which the year closed, the figures relating to our exports did not quite succeed in overtaking those of the previous year, while they were nearly £80,000 behind those of 1903. The feature of the returns was a marked decline in the value of the exports to the United States, and a considerable increase in the value of the exports to Brazil and the Argentine. The United States is, at the time of writing, an improving market, but the South American trade is steadying up a little. The China trade is quiet.

Mr. R. S. Hastings, of Piccadilly, Hanley, one of the leading retail china and earthenware dealers of the Potteries, had a startling experience a few days ago. Mr. Hastings has some premises in Brunswick-street, which are used for stabling purposes and for storing empty boxes. Some of the boxes were being moved on Monday, January 15, when Mr. Hastings noticed a tremor of the earth, which suggested the advisability of immediate steps being taken to ascertain the cause. He was aware of the existence of an old pit shaft somewhere on the premises, but believed it to be in quite a different place from the spot where the earth movement was noticed. The surface of the ground having been removed, together with timber and large iron sheets, a yawning shaft was exposed of unknown depth. Steps were at once taken to have the shaft filled in, but many scores of cartloads of débris had been tipped down the shaft before the place was made secure.

The news of the death at the age of 72 of Mr. W. H. Goss, of Stoke, will be received with widespread regret throughout the trade. Few names are more familiar to the retailer of china than was his, and scarcely a dealer in the country who is not acquainted with the beautiful heraldic ware which he produced, emblazoned with the arms of almost all the municipalities and public institutions of any importance in the United Kingdom. This dainty ware has a big vogue amongst tourists and holiday makers, and its intrinsic merit renders it well worthy of the popularity to which it has attained. Mr. Goss was not only the originator of the idea of producing articles stamped with these trophies, but he also invented the enamels of divers colours used in the heraldic decorations and the ''body,'' which others have endeavoured to imitate in vain. There is a great demand for the ware abroad, on the Continent, in the Colonies, and in the United States. Mr. Goss was an expert chemist, and in former days produced other kinds of charming pottery, for which his skill in execution had won him high awards. He was a literary man of much ability and an enthusiastic antiquary. His residence at Ashfield Cottage, Stoke, contains a wonderful collection of priceless china, curios, books, armour, and pictures, the result of the laborious collection of many years.

The bearer of another prominent name has also passed away during the last few weeks. Mr. Wm. W. Mussill, who had for some years live the life of a recluse, and who was found dead in his house on January 6, was one of the finest artists the industry has possessed since the days of Flaxman. An Austrian by birth, he spent much of his youth in Paris, where his pictures were frequently hung at the Paris Salon. Coming to the Potteries to escape the tumult of 1870, he became associated with the great firm of Minton, for whom he accomplished splendid work. As a painter of birds and flowers he was regarded as second to none, and he also introduced underglaze painting on a large scale. All his work is characterised by a singular delicacy and gracefulness of treatment, a wonderful richness of colour, and a striking originality. The Duke of Sutherland was one of his patrons, and it is said that one of the greatest pieces of work the deceased artist ever did was to execute a commission, for a London firm, to completely paint a room with exotic birds and flowers. Specimens of his work have been shown by Messrs. Minton at many of the international exhibitions, and not a few of the examples have realised high prices. Latterly the old gentleman—he had reached the advanced age of 78—had done but little work for his old firm, who have now only three completed specimens of his workmanship left. Mr. Mussill has left some valuable pictures at his house at Stoke.

It will be learned with much satisfaction by his fellow manufacturers that Mr. Geo. Elliot Meakin has given a definite promise that he will enter municipal life, and contest one of the wards of Hanley next November. Mr. Meakin is the head of the great potting firm of Messrs. J. & G. Meakin. He has had a thorough business training, is popular among all sections of the community, and is widely esteemed throughout the county. He is endowed with the same generous instincts as his lamented father, the late Mr. Geo. Meakin, of Cresswell Hall, and not only subscribes liberally to deserving public causes, but also displays much private generosity of which the outside world knows little. He has recently become the president of the Potteries Choral Society.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

REPORTS from the various centres and outlying places concur in pronouncing the past Christmas and New Year extra turnover to have been below average. This was rather more than half expected by many in the china and glass trades, and in the case of these there cannot be said to have been any real disappointment; but there were others who took a different and somewhat of a sanguine view, and here undoubtedly the outcome has been very unlike what had been too hopefully expected. For one thing the weather was unfavourable, but it was not the weather wholly, or even mainly. Although there are pro-

mises of improved business these are promises only; the pinch of past long protracted bad times is still very keenly felt; money is insufficient as yet even for necessaries; what can be spared for merely complementary outlay is narrowed in compass, and hence the poorness of the results within our own very sensitive trades—sensitive alike to influences depressing and exhilarating. Outside the special end of the year trade the ordinary retail business of the month of January has been most indifferent. The worst weather, in the shopping sense, has prevailed, so that on the whole the month now closing has been about the poorest first month, even if judged solely by the lean years which have now much too long prevailed. General Election excitement, too, has accentuated the slimness of the business going on at the counters.

The potteries and glass works were all closed down at the end of December for the New Year holiday, and annual brush-up of machinery and plant. Some of the places were into the third week before full resumption of production could be said to have taken place. In the case of the stoneware potteries this point has barely been attained even now, for the call upon production is very quiet in this section, and makers have to economise in the expenses as much as lies in their power. The wholesale merchants have had a very quiet January, so far as despatch of goods goes, but this is usually the case in their department, owing to the natural lull between Christmas and New Year push and the beginning of calls upon them for the spring trade. These wholesale merchants have, however, been busy in another way, namely, in the taking of stock preparatory to summing up results for the year, or half year, as the case may be. During February, trade travellers will be taking once more to the country journeys, anxious no doubt as to what the general feeling will be then, and whether any signs can be discerned of reviving general industrial activity touching the fringe of our own particular industries.

At the Glasgow Exhibition of Japanese Industrial and Pictorial Art (People's Palace, briefly referred to in January issue) there are a few interesting items within our category. Partly on loan from the Victoria and Albert Museum, South Kensington, and from private collectors, and partly as presented by the Japanese Government. Expert visitors will inspect with curiosity a pair of large shallow dishes, 21 in. diameter, of Imari ware, date 1740; candlestick in Tozan ware, 1820; pricket candlestick of Fuüna ware, 1830; and especially a "water pitcher," of white and blue porcelain, with leaf ornament. There is also a rather interesting item in the jar (one of the South Kensington loans) of good size, and of the brand of Shigaraki ware. The exhibition as a whole is attracting a gratifying amount of general attenton, and the run promises to be a successful one.

The following personal trade points may find place here: Mr. John Gardner-Gibson has retired, by agreement, from the co-partnery of Gibson & King, glass bottle manufacturers, Glasgow. Mr. Wm. King, who is now the sole proprietor, continues the business in his own name. By warrant of Sir Dighton Probyn, Keeper of H.M.'s Privy Purse, Mr. J. W. Baker, Aberdeen, has received appointment as one of the glass and china merchants to the King.

Formulæ for White Enamel.—The following formulæ are translated by an American paper from a German source. It is stipulated that only the purest materials must be used and the greatest care must be taken at every point to prevent the admixture of foreign substances:—(1) Calcine (lead 34·7, zinc 10·3), 45; lead, 2; sand, 45; salt, 5; soda, 3. (2) Calcine (zinc 8, lead 37), 45; sand, 45, salt, 7; soda, 3.

The Gazette.

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

CAPE GLASS CO., LTD. Resolved Dec. 15:—That the company be wound up. R. J. W. Hurd, 29, Essex-street, Strand, sol., liqr.

ENTERPRISE BAZAAR CO., LTD. Meeting, G. H. Carter's, 1 and 2, Queen-street, Cheapside, E.C., liqr., Jan. 31, for the account of the winding up.

SMITH (W. T. H.) & CO., LTD. Meeting, 17, Albion-street, Hanley, Jan. 22, for the report of the winding up.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement*

GIBSON & KING (John Gardner Gibson and Wm. King), Glasgow, glass bottle manufacturers. Jan. 1. Debts by W. King, who continues. (Jan. 9.)

Notices of Intended Dividends.

MANN EDWARD J., 37, Lewis-street, Aberaman, Aberdare, glass dealer. Claims to W. L. Daniel, O.R., Merthyr Tydfil.

SMITH EDWARD C., 21, East-street, Taunton, china dealer. Claims to A. E. Ward, Exeter, O.R.

Notices of Dividends.

GEE PHŒBE E., Belvoir-road, Coalville, china dealer. First and final, of 3½d., at O.R.'s, Derby.

HARRIS ARTHUR J., 60, Cotham-hill, Bristol, china dealer. First, of 3s., at 28, Baldwin-street, Bristol.

Application for Debtor's Discharge.

MYERS ISAAC C., trading as J. C. Myers & Co., 22, Coleman-st., E.C., glass merchant. At Bky. Ct., Jan. 26.

Order made on Application for Discharge.

WEBB HUGH F. S., 126, Victoria Park-road, South Hackney, late 287, Walworth-road, late glass dealer. Nov. 28. Discharge suspended two years.

Estate Sequestered.

MILLER HENRY JOHNSTON, trading as R. D. Ferguson & Co., 71, Garngad-road, Glasgow, glass manufacturers, and as R. Ferguson & Co., Oil and Chemical Works, 81, Broad-street, Camlachie, Glasgow, as sole partner of said firms, and as an individual. Jan. 8.

Trust Deed Granted.

CAMERON DAVID B., 271, Leith-walk, Leith, china merchant. Claims to Charles Gray, 12, North St. Andrew-street, Edinburgh.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.

** These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.—EDS. P. G.)

THORPE JOHN THOS., 5 and 7, Dickson-road, Blackpool, glass and china dealer. Dated, Jan. 5. Filed, Jan. 12. Liabilities unsecured, £263 8s. 8d. Property, after de-

ducting secured claims, £174 7s. 4d. Tr., Albt. Cripwell, Birmingham, I.A. The following are creditors :—C. Rakestraw, Blackburn, £15 ; J. Ward, Blackpool, £26 ; J. Brier, Dewsbury, £27 ; T. Hulse, Longton, £14 ; G. Shaw & Sons, Rotherham, £11 ; E. D. McNaughton (preferential creditor), Milnthorpe, £37.

Fordree George, 7a, Chrisp-street, Poplar, and 172, Whitehorse-street, Stepney, china and glass dealer. Assignment upon trust, &c., with proviso for re-assignment on payment of a composition of 5s. in the £, by four equal instalments at 3, 6, 9, and 12 months from date hereof. Dated, Jan. 3. Filed, Jan. 4. Liabilities unsecured, £590 12s. 7d. Property, after deducting secured claims, £215. Tr., Ebenezer H. Hawkins, 3, Barbican, E.C. The following are creditors :—Darlison Bros., London, £107 ; J. Murray & Co., London, £79 ; G. Jackson, London, £50 ; Merzback, Lang & Co., London, £35 ; Felheimer & Co., London, £21 ; Joseph & Co., London, £12 ; R. H. Thomson, London, £12 ; Levy & Cohen, London, £11 ; Brown & Steventon, Burslem, £35 ; Royal Victoria Pottery, Hanley, £17; D. Methven & Co., Kirkcaldy, £22; J. Kelbel & Co., Stemschonan, £69 ; J. F. Bowater, Stourbridge, £15 ; Shaw & Son, Tunstall, £29 ; rent, £17.

Pennington Charles, earthenware dealer, 13, Chapel-street, Stockport. The following are creditors :—Brown & Steventon, Burslem, £13 ; G. Hobson, Burslem, £26 ; Myott, Sons, & Co., Cobridge, £12 ; J. H. Weatherby & Son, Hanley, £13 ; C. Amison, Longton, £18 ; Simcock Bros., Stockport, £28 ; J. Boothroyd, Stockport, £83.

Bankruptcy Proceedings.

Auerbach Henry, 8, Buer-road, Fulham, and 14, Farringdon-avenue, E.C., table glass importer and agent. R.O., Jan. 2. First mtg., Bky. Ct., Jan. 19. Exam., Bky. Ct., Feb. 21 at 11.30. At the London Bankruptcy Court, on January 19, the statutory first meeting of creditors under the failure of Henry Auerbach, who carried on business at 14, Farringdon-avenue, was held before Mr. E. Leadam Hough, senr., Official Receiver. The debtor filed his petition on January 2, and subsequently lodged a statement of affairs showing unsecured liabilities £780 16s. 3d., a debt partly secured £60 (the security being valued at £15), and estimated assets £24 10s. 7d. According to his statements he began as a table glass importer and agent in October, 1902, with a capital of from £30 to £40, at 8, Union-court, Old Broad-street, E.C. In the following April he removed to 14, Farringdon-avenue, where he continued to trade until September last, when he gave his offices up. At the date of the receiving order he was without employment. He attributes his present position to the adverse result of a judgment and to law costs. With regard to the judgment the debtor states that he sued the Société Anonyme des Verreries de Scailmort, a Belgian firm, for breach of contract, claiming damages, but his action was dismissed with costs ; and judgment and costs, amounting together to £779 15s. 3d., was obtained against him on a counter claim. Messrs. Wyld & Co. attended the meeting on behalf of the Société, and were informed by the chairman that the claim of their client had been paid in full. Messrs. Wyld & Co. said that the debtor's solicitor had given them that information, but they had no confirmation of the payment from their client. The debtor stated that the matter had been settled privately by his friends. The Chairman said that it was not clear that the debtor had paid the costs of the Société, as in his affidavit he only stated that he had satisfied their debt. The debtor's solicitor intimated that it was the intention of his client to apply for a rescission of the receiving order. The Chairman said that he would close the meeting, but would not apply for an order of adjudication pending the application to rescind, and that, he understood, would come before the Court on February 5. In the meantime he would like to hear from Messrs. Wyld & Co. that a valid receipt had been given by their clients to the debtor. The matter, in the circumstances, remained in the hands of the Official Receiver.

Hall Elizabeth, Cheapside, Knaresborough, Yorks., earthenware merchant, &c. The public examination of this debtor was held last month at the Courts of Justice, York, when the debtor was ultimately allowed to pass.

Mills Charles, Mount-street, Bradford, glass and china dealer, &c. The adjourned public examination of this debtor was held on January 17, at the County Court, Manor-row, Bradford. It was stated by Mr. W. T. Tatham, who was present on behalf of the trustee, that debtor's deficiency amounted to hundreds of pounds, after taking into account the items supplied by debtor. His statement showed a deficiency of £970, of which £271 had gone in betting and card playing. Mr. C. L. Atkinson, the Official Receiver, stated that he considered the examination should be adjourned *sine die*. Mr. Registrar Lee agreed that the case showed reckless indifference on the debtor's part to the creditors' interest. Eventually the examination was closed.

Myers Isaac Charles (trading as J. C. Myers & Co.), china and glass importer and merchant, 22, Coleman-street, E.C. The receiving order in this case was made in July last, upon the petition of creditors, and on January 26, at the London Bankruptcy Court, the bankrupt applied to Mr. Registrar Brougham for his order of discharge. Mr. W. G. Williams appeared as Assistant Receiver, and Mr. S. Myers represented the bankrupt. It was reported by the Assistant Receiver that the proofs of debt lodged amounted to £775 4s. 3d., and the unproved debts returned in the statement of affairs totalled £981 7s. 1d., making the unsecured liabilities amount apparently to £1,756 11s. 6d. A sum of £80 15s. 11d. had been realised in respect of the estate, and about £10 further might be received. The bankrupt began business in 1887 as a china and glass importer in partnership with another person. He had then about £4,000, which was, from time to time, put into the business. In 1889 his partner retired, and the bankrupt continued trading alone until 1896, when he was obliged to make an arrangement with his creditors, paying them 12s. in the £ in cash, and the balance of 8s. by instalments. The debts then amounted to about £1,000. Early in 1897, with the financial assistance of friends, the business was formed into a company, having a nominal capital of £2,000 ; and the bankrupt was appointed managing director at a salary of £200 a year. The company, however, was not a success, and went into liquidation in 1900. The applicant then took over the business, without payment, and continued it at 13, Fore-street, E.C., until 1902, when he removed to 22, Coleman-street, where he traded until May last, when the landlord distrained, and the business was closed. The bankrupt attributed his failure to bad trade, fall in the price of goods, and bad debts. It appeared that his profits for the three years ending December, 1904, amounted to £469, while his drawings during the same period were £1,326, being at the rate of £8 or £9 a week. As offences the Assistant Receiver reported that the bankrupt's assets were not of a value equal to 10s. in the £ ; that he had contributed to his bankruptcy by unjustifiable extravagance in living : and that he had on a previous occasion made an arrangement with his creditors. Mr. Myers did not dispute the report, which his Honour upheld, suspending the order of discharge for two years.

Thompson Annie, late glass and china dealer, 56, Tyldesley-road, Blackpool, late 21, Milton-street, Nottingham. The public examination of this debtor took place at the Sessions Hall, Lancaster-road, Preston, on January

POULENC'S LIQUID GOLD,

2 GRANDS PRIX—PARIS, 1900.

BROWN GOLD.

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TRADE MARK.

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WORLD'S FAIR, ST. LOUIS, 1904.

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GRAND PRIX

DEPT. D, GROUP 45, CERAMICS.

GRAND PRIX

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Neal Harrison,
Bourke Street, Melbourne.

Paris Agent.
M. Mitaine,
39, Rue Paradis.

12. Debtor stated that this was the second time she had been in difficulties, she having failed in 1887. She showed surplus assets amounting to £2,098, but this, the Official Receiver pointed out, was misleading. Debtor further stated that for eighteen years she had worked hard for a living, her husband being an invalid. An adjournment of the examination was ordered.

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

CLAY DISINTEGRATING APPARATUS, No. 26,297.—A. Rieter. Improvements in clay disintegrating and mixing apparatus. December 16, 1905.

COFFEE POTS, No. 232.—W. Bray. An improvement in tea or coffee pots. January 3, 1906.

DECORATING GLASS, No. 26,129.—W. H. Coles. Improvements in decorating glass. December 15, 1905.

EARTHENWARE VESSELS, No. 26,701.—F. Langer. Improvements in and connected with earthenware, and the like vessels. Deeember 21, 1905.

FURNACES, No. 26,469.—D. Moore. Improvements in furnaces for glass manufacture, and for like purposes. Deeember 19, 1905.

GLASS GATHERING MACHINES, No. 26,195.—C. E. Blue. Improvements in glass gathering and delivering machines. Dec. 15, 1905.

MOULD, No. 27,190.—F. McMurray Sawyer. Mould for making roofing and other tiles. (Date applied for under Patents Act, 1901, January 12, 1905).

MUFFLE KILNS, No. 110.—A. E. Wood. Improved construction of muffie kilns for firing earthenware. January 2, 1906.

SAUCERS, No. 240.—J. Nauert. Improvements in saucers. Jan. 3,'06.

SEGREGATING MOLTEN GLASS, No. 27,227.—W. D. Morrison and A. H. Fischer. Machine for automatically segregating, measuring, and delivering molten glass. December 30, 1905.

SINKS, No. 203.—S. H. Adams. Improvements in sinks. Jan. 3, 1906.

TEAPOT, No. 27,091.—F. Staines. An improved teapot. Dec. 28, 1905.

TREATMENT OF WASTE SAND, No. 26,893.—W. Thompson. Improvements in the treatment and utilisation of waste sand from glass works, commonly known as burgy. December 23, 1905.

TRAYS FOR CLAY PRESSES, No. 26,670.—S. B. Furnival. Improvements in trays for clay presses used in the manufacture of china and earthenware. December 21, 1905.

Specifications Published.

1904.

26,182.—Munford (Mount). Bottle finishing machine.

28,078.—Stanley. Means or apparatus for burning or fixing the colours upon printed or decorated tiles, glass, porcelain, and ceramic ware, or the like.

1905.

5,530.—Leinbrock. Adjustable metallic network as cover protector for earthenware against cracking.

5,594.—Pullan. Geared ink distributing rollers for printing machines.

7,880.—Ford, sen., and Ford, jun. Apparatus for use by potters in shaping china, clay, porcelain, and other plastic and semi-plastic mass into the form of plates, dishes, saucers, or other objects or vessels of a circular, oval, or irregular character.

7,183.—Debney. Joints for uniting soil pipes to closet basins or traps.

18,753.—Thompson (Bouvier). Internal skeleton for ceramic products.

20,248.—Baldwin. Manufacture of wire-glass.

15,132.—Broadbent, Stephens & Jeavons. Chimney pots or tops.

Designs.

69,083.—A. F. C. Bentley, 12, Sewardstone-road, Waltham Abbey,
69,206.—Burgess & Leigh, Middleport Pottery, Burslem.
69,746.—R. T. Grocott, Whitehall Works, Longport.
69,747.—Henry Richards Tile Co., Pinnox Works, Tunstall.
69,820.—Liberty & Co., Ltd., 28, Warwick-street, W.
69,860.—T. Rathbone & Co., Tunstall, Staffs.
69,921–3.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
69,992–470,000.—M. Levien, 4, Ely-place, Holborn Circus, E.C.
70,055–7.—Henry Richards Tile Co., Tunstall.
70,065.—R. Bertholdt, 28, Red Lion-street, E.C.
69,210.—E, Taylor, 52, Hanover-street, Liverpool.
69,988.—Davies, Kent & Stewart, Ltd., Berners-street, W.
70,127.—Jules Lang & Son, 16, Bury-street, E.C.
470,128.—W. Beal, Hill-street, Birmingham.
470,192.—H. Alcock & Co., Ltd., Cobridge, Staffs.
470,193.—Taylor, Tunnicliff & Co., Ltd., Eastwood, Hanley.
490,195–6.—W. T. Copeland & Sons, Stoke-on-Trent.
470,262.—Pilkington Bros., Ltd., St. Helens.
470,263.—Adderleys, Ltd., Daisy Bank Pottery, Longton.
470,296.—A. Johnson, Wesel, Germany.
470,411–16.—Henry Richards Tile Co., Pinnox Works, Tunstall.
470,488.—O. C. Hawkes, Ltd., Bromsgrove-street, Birmingham.
470,489.—Rubian Art Pottery, Ltd., Fenton, Staffs.
470,526.—Furnivals, Ltd., Cobridge, Staffs.
470,527–8.—Burgess & Leigh, Burslem, Staffs.
470,748.—Wileman & Co., Foley China Potteries, Longton.
470,853.—Grimwades, Ltd., Stoke-upon-Trent.
470,854.—J. Aynsley & Sons, Portland Works, Longton.
470,299–300.—Empire Porcelain Co., Stoke-on-Trent.
470,410.—W. J. Myatt & Co., Ltd., "Argent Works," Birmingham.
471,166.—Anchor Porcelain Co., Longton.
471,168–71.—Pilkington's Tile and Pottery Co., Ltd., Clifton.
471,180–81.—Doulton & Co., Ltd., Burslem.

LEADLESS GLAZE.

THE following letter was published in the *Manchester Guardian* of January 29 :—"Sir, — The Christian Social Union is about to publish a list of shops supplying china and earthenware finished with a leadless glaze. Many precautionary regulations have of late years been put into force to minimise the dangers and horrible consequences of lead poisoning, yet so long as lead is used in pottery making plumbism will continue to occur. The French Parliament has passed a law prohibiting the use of lead in manufacturing processes, to come into force four years after its enactment, giving manufacturers that interval to adapt their works to new methods. It is to be hoped that one of the results of a large access of Labour members may be that increased attention will be given by Parliament to this class of subjects. In the meantime the public has the remedy in its own hands by insisting on being supplied with earthenware stamped "leadless glaze." It is in order to facilitate this that we intend to publish the list referred to, and we crave the hospitality of your columns to ask any who can supply us with the names of dealers willing to sell this ware, or who can give any information on this subject, to be good enough to communicate with Miss Wright, Ladies' Church House, 117, Rusholme-road, Manchester, who has kindly undertaken the inquiry for this branch.—Yours, &c., GEO. BARBER, Hon. Sec., Manchester Branch C.S.U. Eccles, January 27."

[That "a little learning is a dangerous thing" was never more clearly shown than in the method suggested in this letter for dealing with lead glaze in pottery manufacture. The writer of the letter little knows the difficulties that face him in the scheme he proposes. A dealer who labels a piece of ware "leadless glaze" that is found to contain lead in the glaze is liable to prosecution for giving a false trade description. It is well known that much ware now offered as "leadless glaze" is "lead glazed." If this practice is extended prosecutions will probably follow.—ED. P. G.]

Plymouth China. — Plymouth Guildhall possesses a stained-glass window devoted to a portrait and scenes from the life of Cookworthy, the famous maker of china. Born at Kingsbridge in 1705, he removed to Plymouth when grown up, and started business as a druggist. In 1745 his attention was directed to specimens of kaolin used in the manufacture of American porcelain, and after many experiments he started a pottery manufactory in Plymouth. He is said to have employed a painter and enameller from Sèvres to decorate his ware, and there soon arose such a demand for Plymouth china that orders could not be finished quickly enough.

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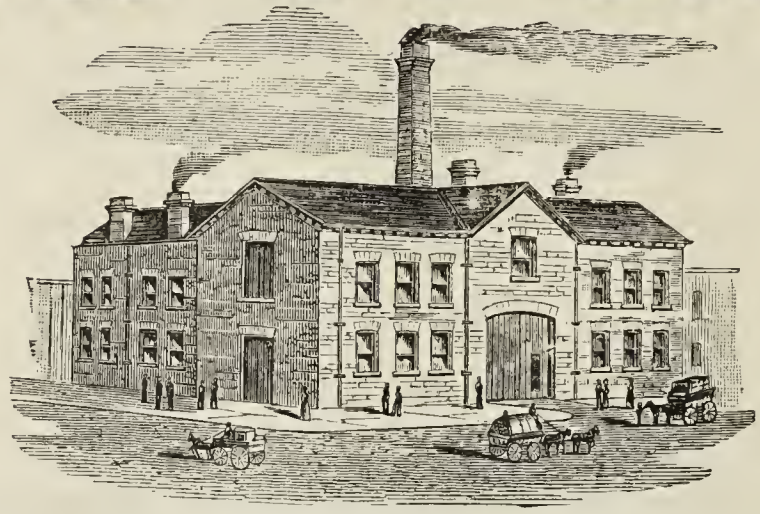
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A LETTER.

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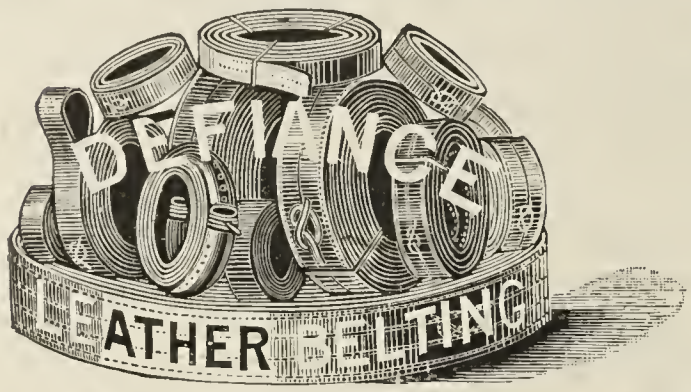
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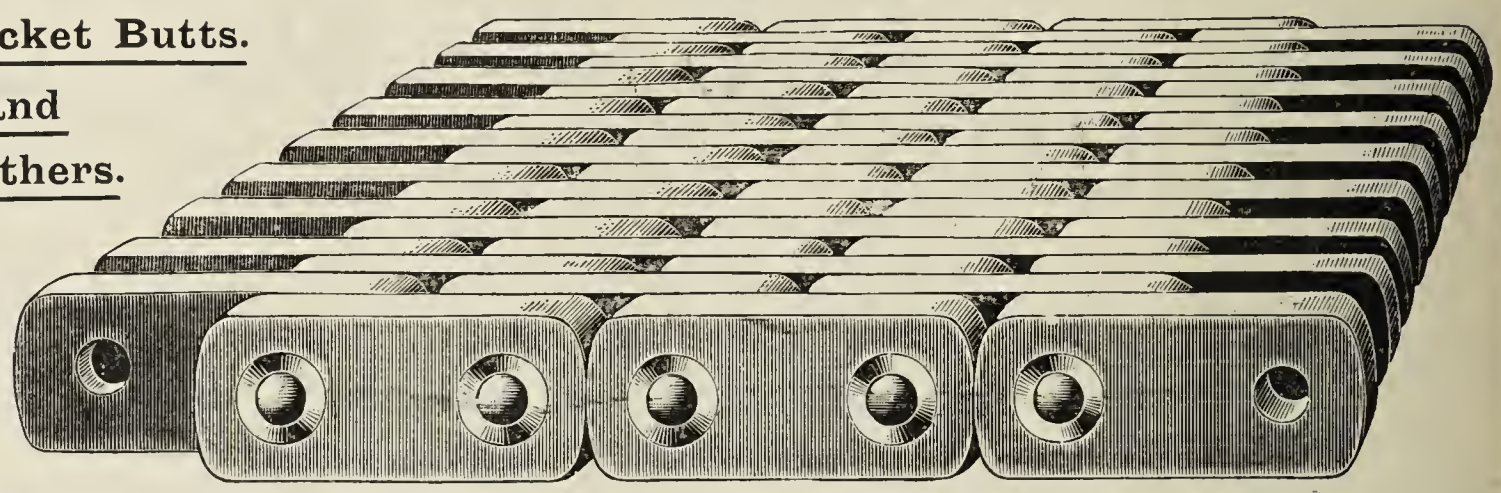
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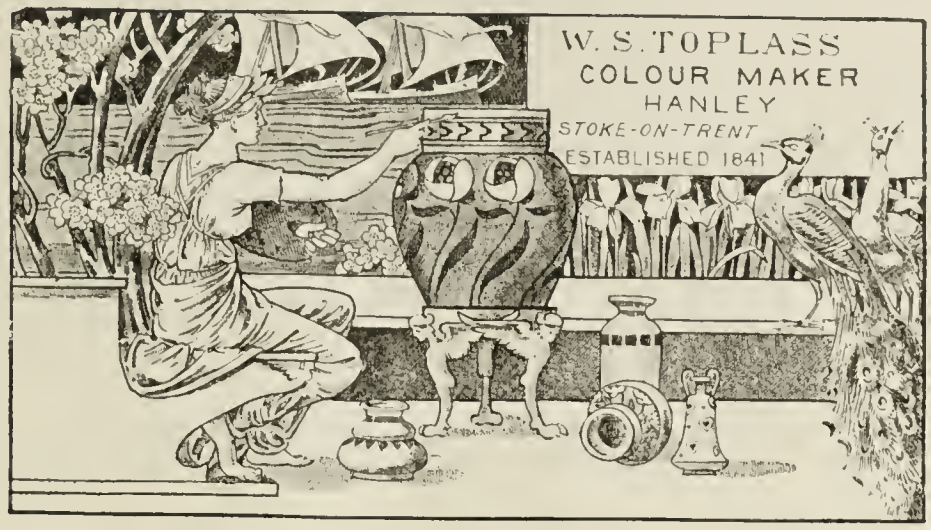
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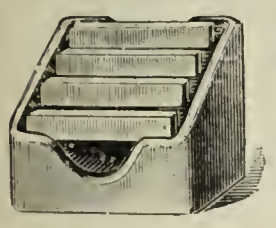
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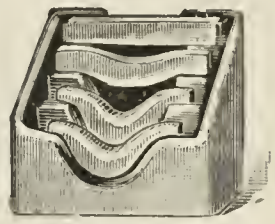


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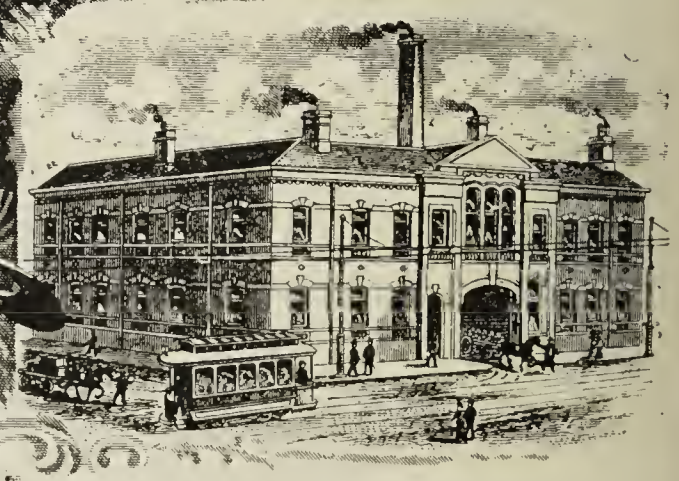
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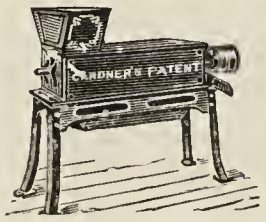
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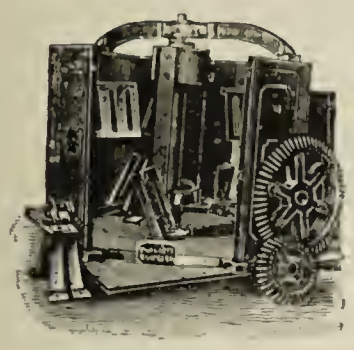
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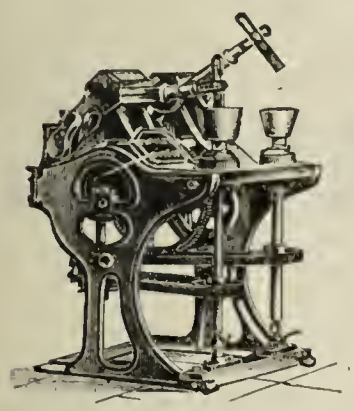
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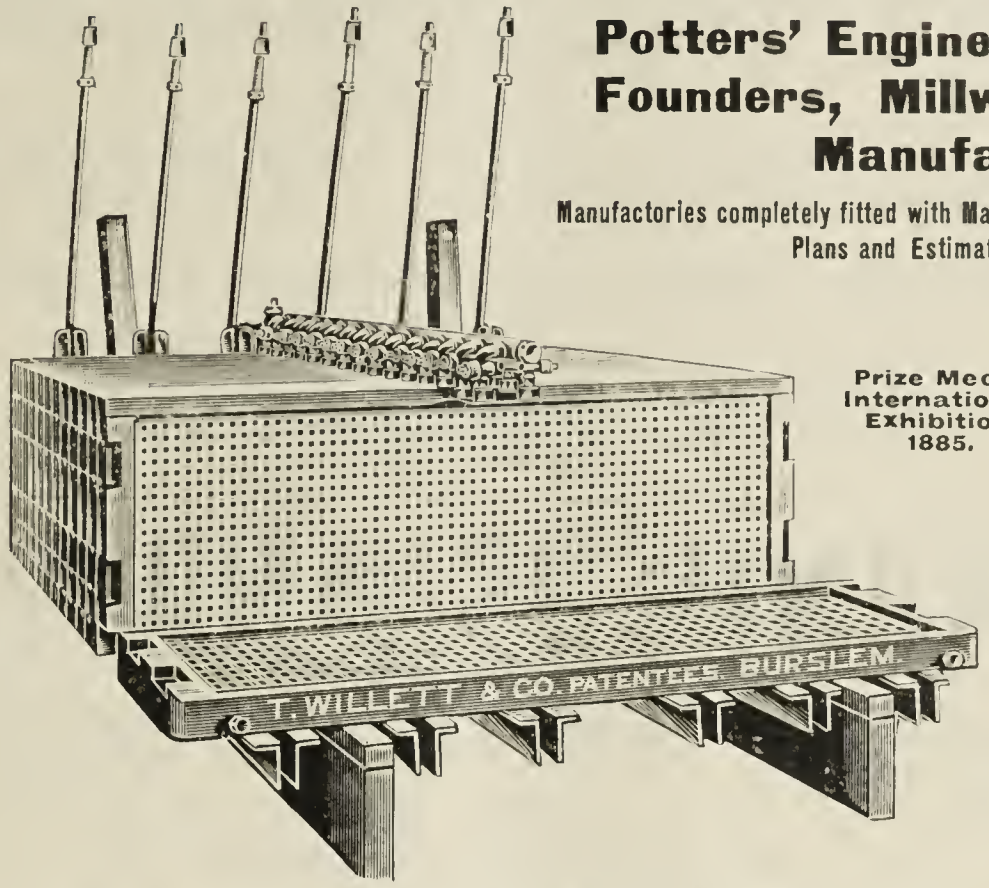
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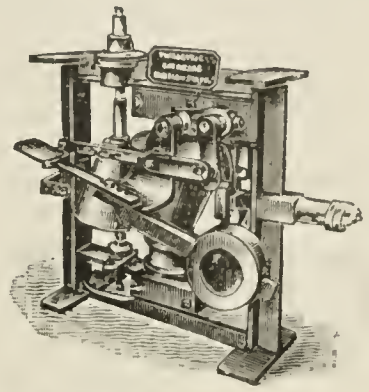


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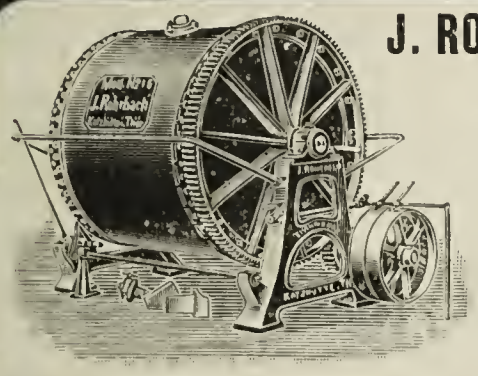
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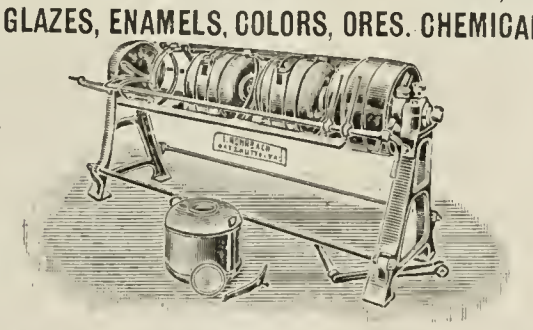


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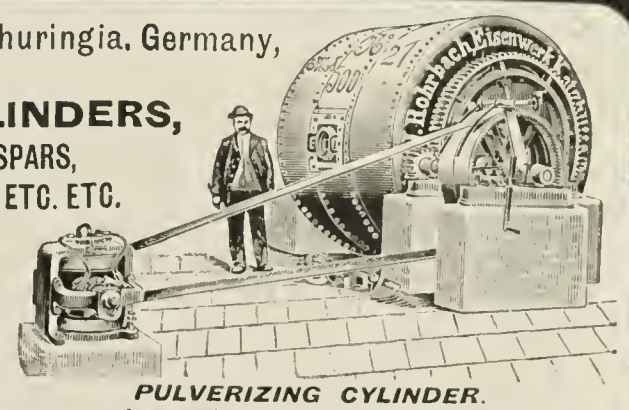
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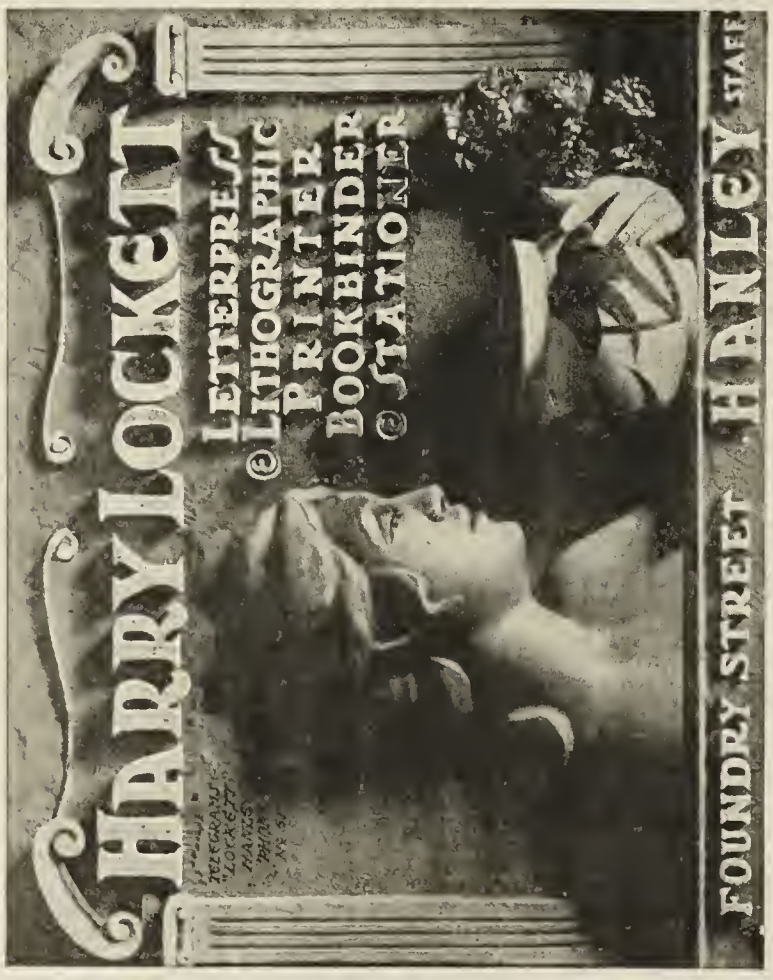
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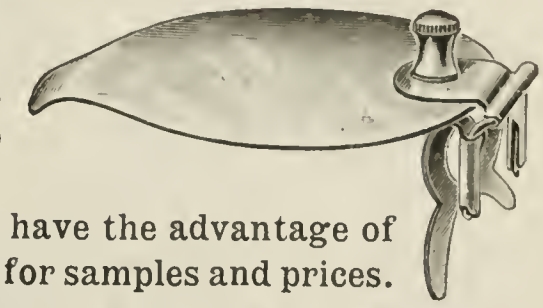
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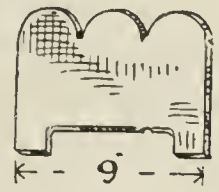
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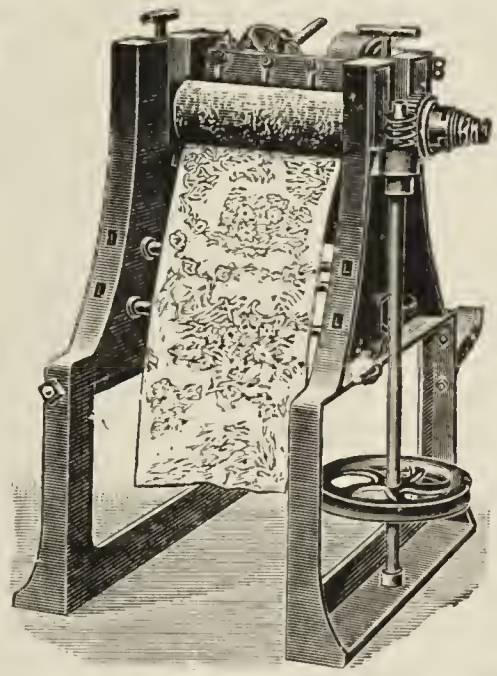
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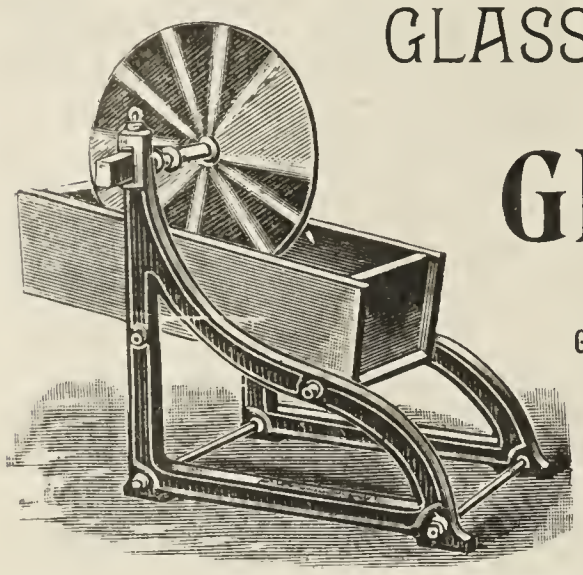
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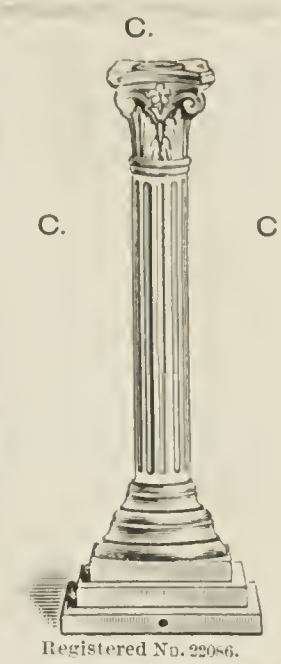
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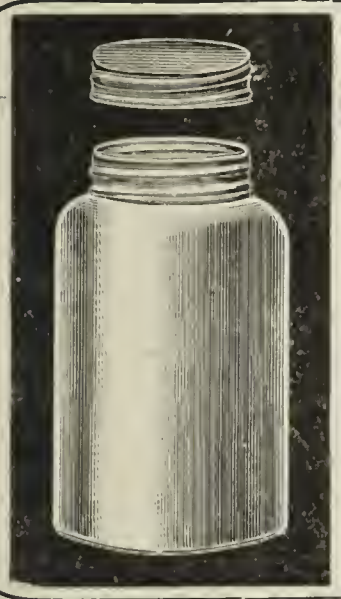
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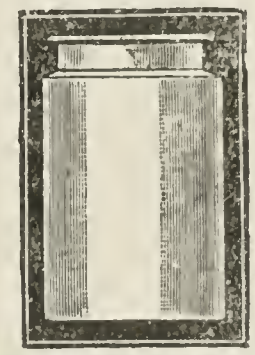
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FOREIGN GLASSWARE.—A good and experienced TRAVELLER WANTED for London and suburbs.—Address, Box P. 163, *Pottery Gazette* Office, 19. Ludgate-hill, London, E.C.

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NORWAY.—An energetic, well-recommended AGENT in Christiania, DESIRES to enter into CORRESPONDENCE with first-class manufacturers of Glass, Crockery, and Chinaware.—Please write to Erling Sandberg, c/o Jacob Baeroe, Christiania.

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CHINA, GLASS, AND DOMESTIC IRONMONGERY.—WANTED for Department Stores in South Africa, GENTLEMAN of known ability, capable of supervising stocks and sales of China, Glass, Domestic and Fancy Ironmongery, Cutlery and Electro Plate.—Apply by letter, stating full particulars of experience, and salary expected, to Stuttaford & Co., Ltd., New Union-street, Moor-lane, London, E.C.

COMMISSION AGENT, with old-established connection among Pottery Manufacturers, DESIRES additional AGENCY for Potters' Material, &c.—Address, Box P. 149, *Pottery Gazette* Office, 19, Ludgate-hill, London E.C.

AGENCIES WANTED by a thoroughly experienced Man. China, Glass, Earthenware, Silver Plate, Cutlery, or Household Goods; correspondence in German, Dutch or French; highest references.—Address, Box P. 167, *Pottery Gazette* Office, 19, Ludgate-hill, London, E.C.

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A TRADESMAN in the Glass, China, and Hardware trade in the Eastern counties, DESIRES to REPRESENT a good house in the above trades in these counties; has had experience in opening new ground; excellent references; age 30, and total abstainer; thorough knowledge of the trade.—Address, Box P. 160, *Pottery Gazette* Office, 19, Ludgate-hill, London, E.C.

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ADVERTISER, thoroughly experienced, is OPEN to an ENGAGEMENT as BUYER and MANAGER of a medium or high-class Glass and China business, with a possible view to Purchase or Partnership if desired.—Address, Box P. 165, *Pottery Gazette* Office, 19, Ludgate-hill, London, E.C.

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YOUNG LADY SEEKS RE-ENGAGEMENT; 16 years' experience; live out.—Address, Wells, 153, Oxford-street, Rugby.

Continued on page 240.

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Special Trade Announcements—
continued from page 238.

SITUATIONS WANTED. Continued.

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Job Lines, &c.

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CRATES OF THIRDS CHINA.—Gold edge, line & sprig (various shapes), consisting of a good assortment of Teas, Breakfast, Slops, Sugars, Creams, Bread & Butter Plates, Muffins, &c., 120 dozens at 1s. per dozen, counting 12 pieces to the dozen, including 7s. 6d. for crate & straw, £6 7s. 6d.—Apply, Wagstaff & Brunt, Richmond Pottery, Longton, Staffs.

THE LONGTON PORCELAIN CO., LTD., High-street, Longton, have a few Crates of Seconds China Teasets and common lines to clear. Teasets a speciality. Send for illustrated price list.

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AN APOLOGY.

202, REGENT STREET,
LONDON, W.
29TH JANUARY, 1906.

To the Worcester Royal Porcelain Co., Ltd.

GENTLEMEN,—We wish to express to you our sincere regret and apology for having exhibited for sale in our shop in Regent Street, under the description of "Worcester China," certain china not manufactured by you or your predecessors in your business, and for having on the 4th of January last sold to your representative, specimens of the said china which were described as "Worcester," whereas they were not, in fact, manufactured by you or your predecessors.

We admit that by so doing we have inadvertently contravened the Merchandise Marks Acts, and have rendered ourselves liable to legal proceedings.

In consideration of your refraining from taking proceedings against us, we have paid the expenses to which you were put in connection with the purchase of the said china, as aforesaid, and your solicitors' costs, and we hereby undertake not again to expose for sale or sell any china or porcelain under the description of "Worcester," or any other description of which the word "Worcester" forms part, unless the china or porcelain has been manufactured by you or by your predecessors in your business.—Yours faithfully,

For Hamley Bros., Ltd.,
E. T. HAMLEY, *Director.*

APOLOGY.

In the High Court of Justice,
Chancery Division,
Buckley, J.

JOSIAH WEDGWOOD & SONS, LIMITED (Plaintiffs)
and
FARMER & SONS (Defendants).

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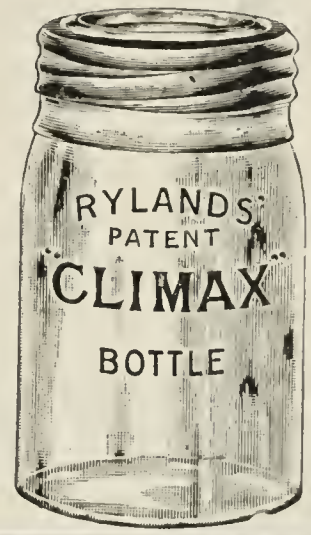
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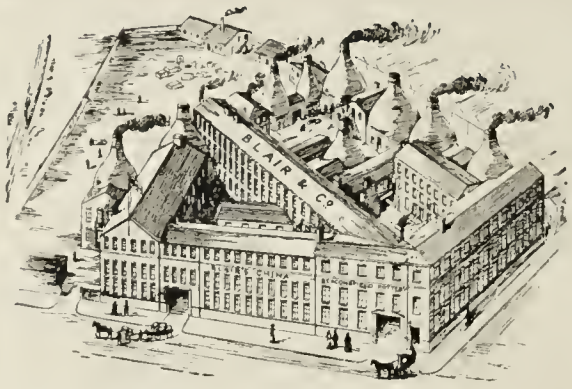
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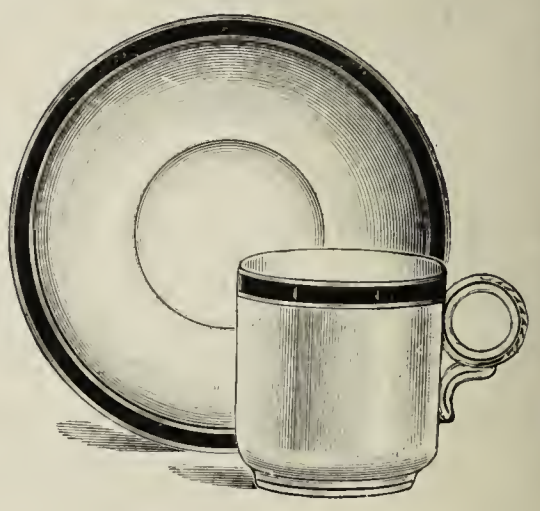
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LONDON: Mr. J. H. Service, 19, Charterhouse Street, E.C.
COUNTRY: Mr. W. H. Jones, Mr. W. R. Craske, Mr. J. Vodrey, Messrs. Levy and Young.
AUSTRALIA and NEW ZEALAND: Mr. Alfred Capper, Sydney.

R. H. & S. L. PLANT,

TUSCAN POTTERY, Forrister Street,

LONGTON, STAFF.

Tuscan China

. . NEW LINE FOR . .
TABLE DECORATION.

Fungus Ware

NOW ON SHOW at our London Rooms—together with a full range of our new Spring Tea and Breakfast patterns.

Special New stock lines.

WE
COMBINE
EXCELLENCE
WITH
CHEAPNESS.

London Show Rooms: **10, Bartlett's Buildings, HOLBORN CIRCUS, E.C.**
Agents: **Messrs. MOGRIDGE & UNDERHAY.**
Australia and New Zealand: **P. FALK, 41, Currie Street, ADELAIDE**

Our Representatives regularly visit all the Leading Towns.

D

Manufacturer of

CHINA

IN THE MOST

ORIGINALLY ARTISTIC STYLES.

Also the usual

STOCK LINES.

Many imitate, but none equal my

JAPANNED DERBY PATTERN.

RADFORD

Before placing your Orders, see my New Display of

Shapes and Patterns in Tea, Dessert, Trinket Sets, and Fancies.

SAMUEL

LONDON SHOW ROOMS,
26, ELY PLACE, E.C.
Agent — W. H. WOODS.

Australian Agents—
A. R. GRAY & CO., Hunter Street, Sydney, N.S.W.
North American Agent—
EDWARD BUTLER, Jun., 45, Warren Street, New York.

Manufactory—
FENTON, STOKE - ON - TRENT.

China, Tea and Breakfast Ware.

China, Tea and Breakfast Ware.

THOS. FORESTER & SONS LTD.,

LONGTON, Staff.

London:
Telephone; 2386 HOLBORN.
105, Hatton Garden, E.C.
Stock Kept.

Birmingham:
International Exchange.

Manchester:
3, Hanover Street, Shudehill.

Agencies: NEW YORK, PARIS, AMSTERDAM, &c.

A visit to our Works or to either of our respective

Show Rooms

to inspect our

New Vases

and

Flower Pots

will amply repay you.

China, Tea and Breakfast Ware.

China, Tea and Breakfast Ware.

China, Tea and Breakfast Ware.

Please note Change of Address in Manchester New Warehouse,
3. HANOVER STREET, SHUDEHILL.

PATENTEES & MANUFACTURERS OF SAFETY NESTING CUP.

✳ PARAGON CHINA. ✳

THE STAR CHINA CO.

Atlas Works, *LONGTON, STAFFS.*

Manufacturers of **MEDIUM and HIGH-CLASS**

CHINA

Tea, Breakfast, and Dessert Services, Trinket Sets, Sweets and Fancy Goods in a Great Variety of NEW SHAPES AND PATTERNS, suitable for the Home, Colonial, and

AMERICAN MARKETS.

London Agent:—

Mr. C. BERRY,
25, Ely Place, E.C.



"Daisy" Shape. 1794 E.



"Jewel" Shape. 1944 E.



"Daisy" Shape. 1936 E.



Worcester Shape. | Paris Shape. | Worcester Shape. Block Handles. | Carlton Shape. | Worcester Shape. A. D. Coffees. Block Handles. | Minton Shape. A. D. Coffees. | Worcester Shape. Black Coffees.

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POTTERY CO.



Telephone—LONGTON, 2.
Telegraphic Address—VASES, LONGTON.

Waterloo Works,

LONGTON, Staffs.

Representatives:—Mr. JAS. STAMPER and Mr. C. H. BRITTAIN.

We Manufacture for the World:—

FLOWER POTS, VASES, &c.

GEORGE PROCTER & CO.,

Gladstone Pottery,

High Street, LONGTON, STAFFS.

GOOD LINES SUITABLE FOR THE AUSTRALIAN, SOUTH AFRICAN, AND HOME MARKETS.



SUTHERLAND SHAPE.
Sutherland Pattern.



AUDLEY SHAPE.
Arbutus Pattern.

Tea and Breakfast Sets in all the Newest Shapes and Designs.



LAWN SHAPE.
Louis Pattern.

Seaside Views and Presents in great variety.

ALL ENGLISH CHINA

QUEEN'S WHITE CHINA

IN EVERYTHING THAT IS REQUIRED.



LILY SHAPE. Gem Pattern.

Badged Ware for Schools and Hotels.



KING SHAPE. Royal Pattern.



LILY SHAPE. Derby Pattern.

IVORY ARMS WARE A SPECIALITY.

We are the only CHINA MANUFACTURERS in Longton of the above name.

Home and Export Agents—

MESSRS. SANDERSON & YOUNG,

21, Red Lion Square, London, W.C.

And GAMAGE BUILDINGS, HOLBORN CIRCUS, E.C.

MAZARINE BLUE BAND.

Established 1825.

THOS. TILL & SONS'

Sytch Pottery, BURSLEM.

Although we have had a very large sale of the oval shapes, we are still determined to go further, and beg to introduce to your notice a Square Silver shape which is copied from the Old Silver Ware. We are now making Tea Ware, Jugs, Tea Pots, &c, to match the Dinner Ware, which in appearance is equal to China to enable you to put on show everything to match.

SILVER SHAPE.



SAXON SHAPE.
Number 20.

DINNER SET, 54 Pieces ..	£1 3 6
DINNER SET, 61 Pieces ..	1 6 3
DINNER SET, 70 Pieces ..	1 14 6
TEA SET, 40 Pieces	0 7 6



SAXON SHAPE.

MINTON SHAPE.
Number 21.

DINNER SET, 54 Pieces ..	£1 7 6
DINNER SET 61 Pieces ..	1 10 9
DINNER SET, 70 Pieces ..	2 0 6
TEA SET, 40 Pieces	0 9 6



MINTON SHAPE.



REX SHAPE.

TOILET WARE.

We also beg to call your attention to two of our Newest Shapes as shown at side, which are most original and unique in their different styles in Art, Colours, and Special Decorations. We are also making **TRINKET SETS, JUGS, TEA-POTS, CHEESE-STANDS, &c., TO MATCH.**



STORK SHAPE.

Samples now on show at our London Agent's:

Mr. F. J. BENNETT, **62, HOLBORN VIADUCT,**

and with Mr. L. BINNS, our Sole Representative in the **COUNTRY,**

who will visit the following towns with a full range of all our newest goods:—Dundee, Royal Hotel, March 6th and 7th; Aberdeen, Douglas Hotel, March 12th to 15th, and all important towns in Great Britain to follow.


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T & R BOOTE LTD
WALL & FLOOR
TILES
FOR ALL PURPOSES
LONDON OFFICE
BIRKBECK BANK CHAMBS
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APPLY FOR NEW CATALOGUE
SPECIAL DESIGNS & ESTIMATES FREE
THE PATENT TILE WORKS BURSLEM STAFFS.

Established Threequarters of a Century.

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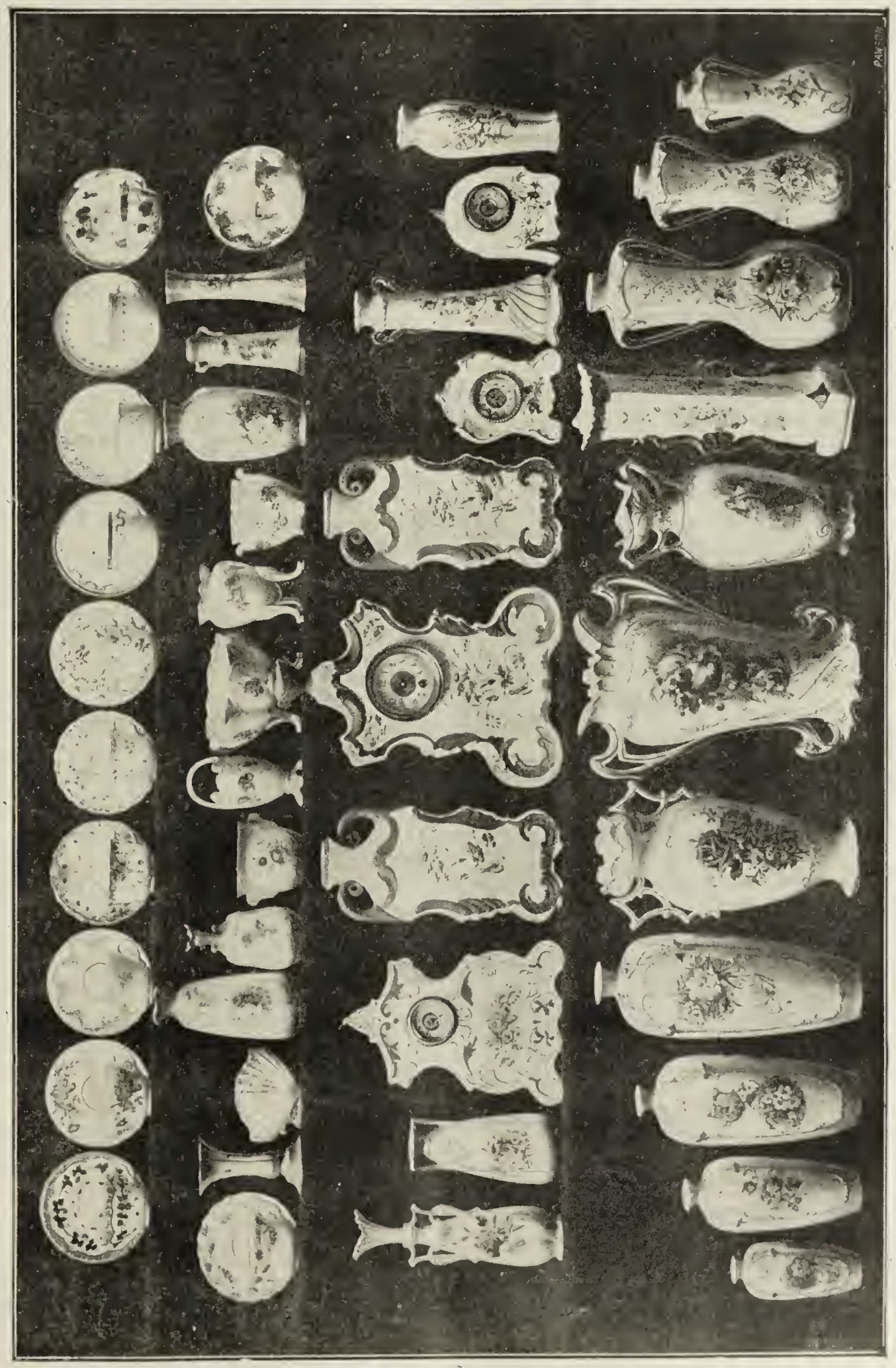
China Manufacturer,

COBDEN WORKS, LONGTON.

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Telegraphic Address: "POOLE, LONGTON."

CHINA TEA SETS IN ALL VARIETIES.
WHITE AND GOLD AND ALL STOCK LINES.
Large Selections of PRINTED TEAS in a great number of Shapes and Patterns.
BADGED WARE, QUEEN'S WARE, &c.



CHEAP LINES in Vases, Salads, Fruits, Marmalades, Biscuit Jars, Moustache, Nutbowls, Clock Sets, Trinkets, Candlesticks, Sweets, Flowerholders, &c.

ASSORTED £5 SAMPLE CRATES of these Goods, showing all Variety, can be Packed from Stock on Receipt of Order.

Agents:
London—G. E. WRIGHT & CO., 9 & 11, Wilson St., Finsbury, E.C.
York—J. DAWSON, 12, Barclay Street.
Country Representative: T. POOLE, Jun.

Crates of Assorted Sets Packed from Stock.

SAMPLE BOX, showing Contents, sent FREE to any address.

Agents:
Canada—W. A. HART, Jun., 54, Adelaide Street East, Toronto.
New Zealand—F. D. WOODROFFE, Queen Street, Auckland.

Telephone { Park Works, Longton, No. 28. / London Show Rooms, No. 8642 Central. Telegrams: ALLERTONS, LONGTON.

CHARLES ALLERTON & SONS

Park Works,

LONGTON, STAFFORDSHIRE.

ALLERTONS ENGLAND

MANUFACTURERS of

ESTABLISHED 1831.

Allerton China

Allerton Semi-Porcelain Dinner Ware

Allerton Gold and Silver Lustre

Makers of the CELEBRATED TINY ANTIQUE JAPAN LUSTRE NOVELTIES.

An unsurpassable range of Shapes and Decorations . . . in CHINA TEA and BREAKFAST WARE . . .

BADGE WARE. Numerous shapes in China Cups and Saucers in three sizes, After-Dinner Coffee, Tea and Breakfast, specially suitable for Hotels, Clubs, Restaurants, &c. Also a reliable line in Semi-Porcelain Protected Edge Plates.

DINNER WARE. High-class shapes and patterns in Semi-Porcelain, White and Decorated.

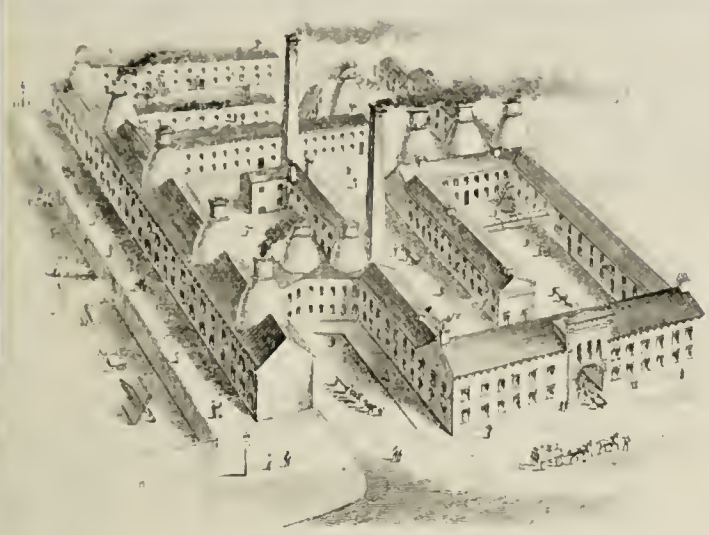
GENERAL EARTHENWARE in Toilet Sets, Art Pots, Cheese Dishes, Jugs, Teapots, Mugs, Bowls, &c., &c., &c. Shapes and Decorations suitable for all Markets.

SHOW ROOMS.

London—7, Ely Place.
New York—53, Barclay Street.
Toronto—24, Wellington Street, West.
Winnipeg, Man.—137, Bannatyne Avenue.
Paris—218, Faubourg St. Martin.
Cape Town—22, Anderson's Buildings, Long St.
Sydney, N.S.W.—257, George Street.
Brisbane—Courier Buildings.
Melbourne { Apollo Chambers. / 326, Flinders Lane.
Wellington, New Zealand } 9, Harris Street.

Home Representative—Mr. JOSIAH LOWE.
Indian ,, Mr. J. W. BOURNE.

☞ *See next page for Press Extract from one of the Potteries Journals.*



CHARLES ALLERTON & SONS

Potters,

PARK WORKS,

Longton,

Staffordshire.

PARIS.

1878.

Extract from "The Longton Times and Echo," September 9, 1905.

TRADE TOPICS.

PUSHING POTTERS.

CHARLES ALLERTON & SONS, PARK WORKS, LONGTON, STAFFORDSHIRE, ENGLAND.

This is an old-established firm of potters, the business having been founded some seventy-four years back by the late Mr. Charles Allerton, of whom the present proprietors are grandsons.

For many years the firm commanded a fairly large trade, chiefly in the British Isles, and also, later on, in a somewhat lesser degree, in the American market; but in the "seventies" the continental markets were catered for, and at the Paris Exhibition, 1878, when honours were more sparingly distributed than they are to-day, the firm obtained a medal for the general excellence of their exhibits.

Coming to more recent times, the present proprietors were not slow in grasping the fact that to keep in the front rank of potters —and also to keep pace with their growing business—extensive alterations and additions must be made to the works. Therefore the old buildings were renovated, new buildings added, and a large amount of up-to-date machinery introduced, so that to-day the works is one of the largest and most modernised manufactories in the Staffordshire Potteries.

The necessary "ginger" was not wanting at the commercial end of the business, for in addition to maintaining their position in those centres where they already held sway, new markets were sought and well catered for, and at the present time the "Allerton" wares are to be found in most of the crockery stores of the world. The firm have been fortunate in securing the services of first-class representatives both at home and abroad. In New York their interests are extremely well looked after by Messrs. Maddock & Miller, 53, Barclay-street, with whom are associated some of the cream of American crockery representatives; and this fortunate situation is backed up by a personal visit to the Longton factory each spring by Mr. John J. Miller (the managing partner of Maddock & Miller), who takes great care in preparing samples of new goods suitable to the American taste. The firm have also done their part by a gradual improvement in their productions, and are now sending weekly shipments to America of an exceptionally fine line of semi-porcelain in numerous high-class decorations, accompanied by shipments of lustre and other specialities. Maddock & Miller have also at their New York showrooms a fine range of "Allerton" china samples—a line which is "catching the eye" of the American public, which only goes to prove that the Americans know a good thing when they see it.

In Canada the firm are well served by Mr. E. W. Klotz, Wellington-street West, Toronto, a gentleman well-known in the Canadian crockery trade. Mr. Klotz also has the co-operation of Mr. H. J. Boyd, 137, Bannatyne-avenue, Winnipeg, Manitoba, who finds a good space in his extensive showrooms for a collection of "Allerton" samples.

For the Australian and New Zealand markets the firm give control of their various lines to Messrs. Ernest S. Barter & Co., 257, George-street, Sydney, N.S.W., and they have established three sub-agencies and showrooms in Courier-buildings, Brisbane; Apollo-chambers, 326, Flinders-lane, Melbourne; and at 9, Harris-street, Wellington, New Zealand.

Mr. Barter recently paid a visit to Park Works, and returned to Sydney well satisfied with what he heard and saw at the factory.

In Paris the firm are represented for their china line of goods only by Messrs. E. Val & Co., 218, Faubourg St. Martin—an enterprising business house who are gradually increasing the sale of "Allerton" china with the continental buyers. For their continental trade in semi-porcelain and specialities the firm preserve an open market.

For the South African market the firm have a large range of samples on show at 22, Anderson's-buildings, Long-street, Cape Town, where intending buyers will find a very fine collection of saleable china and other goods.

Coming to the home market, the firm's London showrooms are at 7, Ely-place, E.C., where buyers will find one of the largest and best selections of china tea-set samples in or out of London, and the firm are justly proud of the fact that not only have they been frequently complimented by some of the largest buyers in London, but have also had compliments extended to them by some of their competitors on their remarkably fine show of samples in the London rooms. The representative for London and the South Coast is Mr. Arthur W. Tinsley, who is well known for the energy he displays in pushing the sale of "Allerton" wares, and this, combined with an amiable disposition, has enabled Mr. Tinsley to build up a sound and increasing connection for the firm on the ground under his control.

For the large provincial centres and country generally, the firm have an excellent representative in Mr. Josiah Lowe, who is usually accompanied by his "family" of seven or eight large casks of samples.

The firm enjoy a very high standing in the home market; a fair share of the credit for this is due to the gentlemanly manner in which Mr. Lowe conducts the firm's business in the country, and the balance of the credit is due to the firm for sticking at no obstacle to oblige their customers in every possible way, and incidentally also for their very numerous productions which of late years have reached a high standard of perfection.

Of recent years the firm have obtained a good foothold in the antique shops of the world; the success of this being brought about by the firm making a good many shapes in useful and ornamental articles which have been made by them from 1831 onwards.

It is an interesting fact that the firm have several employees who have been in their service for fifty years, and they have a manager of one of the departments who came to the works in May, 1844—a matter of 61 years ago—and who is still in active service.

The firm believe in being on good terms with their employees, who are the chief cause of success or otherwise of a manufacturing business; and very few disputes take place but what are settled to the satisfaction of both parties after a fair hearing of both sides of the question, which is as it should be.

SPECIAL NOTICE.—The London Showrooms, 7, Ely Place, E.C., are open daily, where Mr. ARTHUR W. TINSLEY (the representative) will be pleased to attend to customers' requirements. A continuous stream of New Goods is sent to our London Rooms.

No Crockery Department is Complete without a supply of the "Allerton" Wares.

THE CERAMIC SUPPLY CO.

Carlisle Works,

LONGTON, STAFFS.

CHINA,

EARTHENWARE,

GLASS,

ROCKINGHAM, &c.,

For Home and Colonial Markets.

MIXED CRATES A SPECIALITY.

Special Quality in Queen's White China.

PRICES ON APPLICATION.

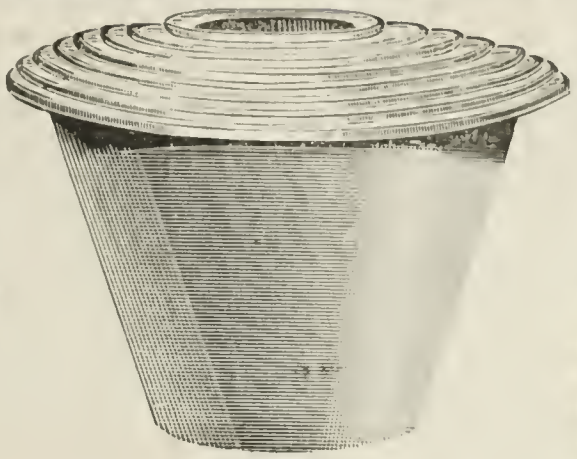
Joseph Unwin & Co.,

CORNHILL WORKS,

LONGTON, STAFFS.

EARTHENWARE MANUFACTURERS,
HOME AND COLONIAL MARKETS.

Specialities:—**Hospital Ware, Dinner Ware, Toilet Ware, Tea Ware.**



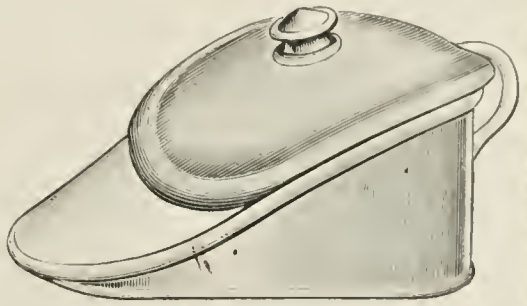
Chair Pans.



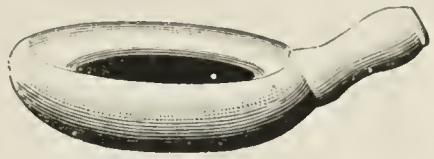
Sick Feeder.



Trentham Jug.



Covered Slipper Bed Pan.



Round Bed Pan.



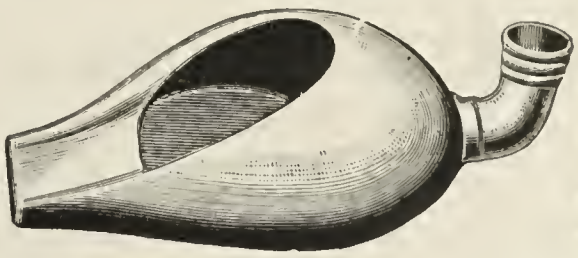
Spitting Mug.



Cup and Saucer.



Urinal, Female.

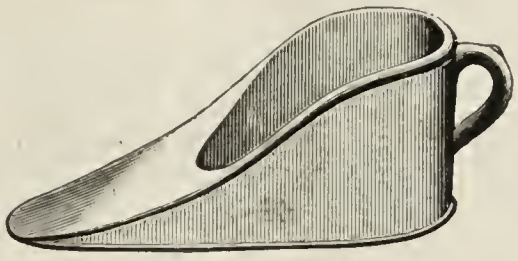


French Bed Pan.

Urinal, Male.

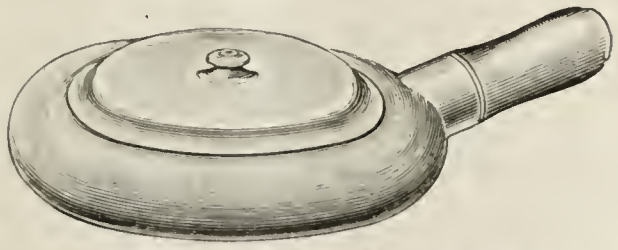


Slop Pail.

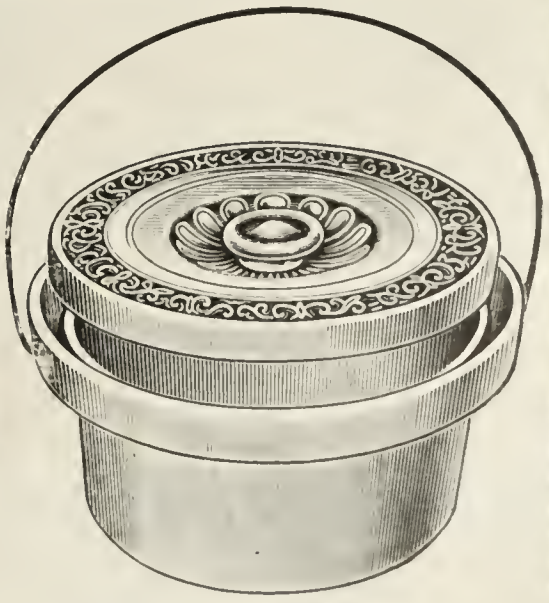


Slipper Bed Pan.

CATALOGUE FREE.

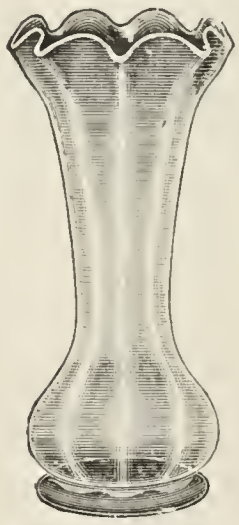


Covered Round-Bed Pan.



Commode Pan.

RICHARD GREEN & SONS.



13, BARTLETT'S BUILDINGS, HOLBORN CIRCUS, LONDON, E.C.

CONTINENTAL

GLASS FLOWER VASES

Assorted Stock Cases a Speciality.

Call and see Patterns.

SHOW ROOMS OPEN DAILY.

GOODS MADE TO

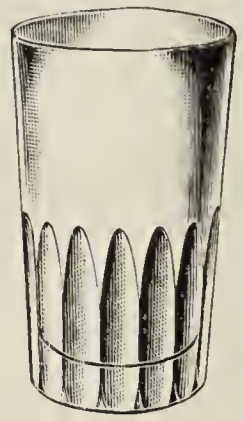


TABLE GLASS.

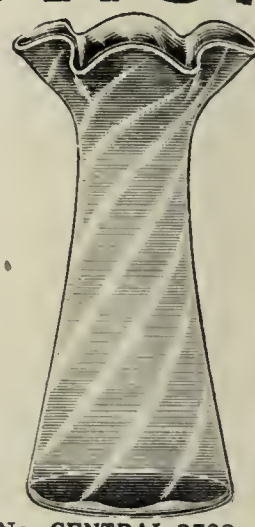
TUMBLERS, Plain, Cut, and Etched in every shape and size.

WINES, Grogs, Ales.

SODA TUMBLERS, Jugs, Pressed Glass, &c. &c.

CUSTOMERS' PATTERNS

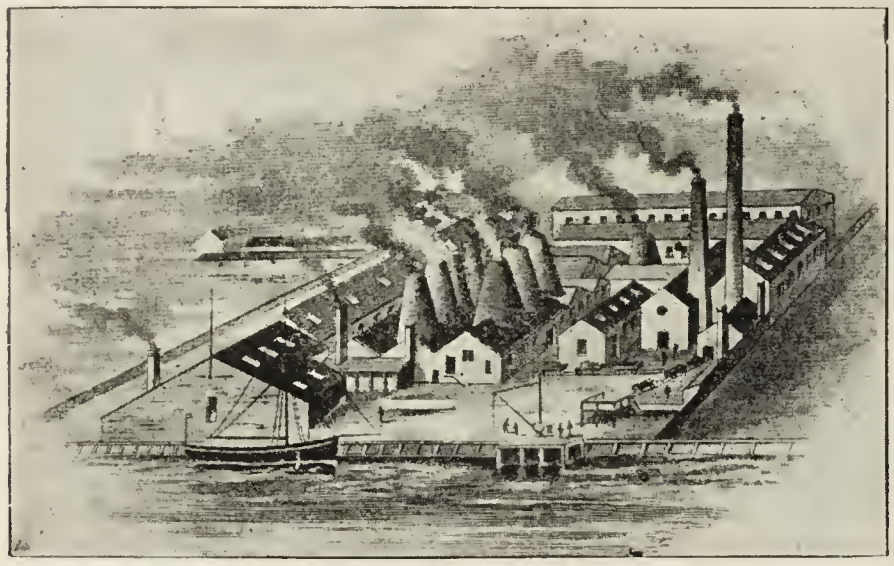
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Telephone No. CENTRAL 3793.

ESTABLISHED 1826.



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THORNABY-ON-TEES, LTD.,

Manufacturers of GENERAL EARTHENWARE,

(C.C. Banded, Pheasant, &c.).

ALSO BROWN SUNDERLAND WARE AND CANE BAKERS.

SPECIALITY—Trucks (2 or 3 tons), containing a large variety of Flat and Hollow Ware, including Sunderland Ware, at special rates.

Cheap rates by Rail or Steamer to London for Crates.

Write for list of contents of 3-ton truck, or call at London Show Rooms.

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TELEPHONE 444.

SOHO POTTERY, LTD.,

TUNSTALL, STAFFS,

(Late E. FARMILOE),

Manufacturers of General Earthenware in

FINE SEMI-PORCELAIN.

TRADE MARK.

SEMI-PORCELAIN

SOHO POTTERY LIMITED TUNSTALL ENGLAND

DON'T BUY until you have seen Our 1906 Toilet Patterns and Shapes!

London Rooms:

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TELEPHONE No CENTRAL 3793

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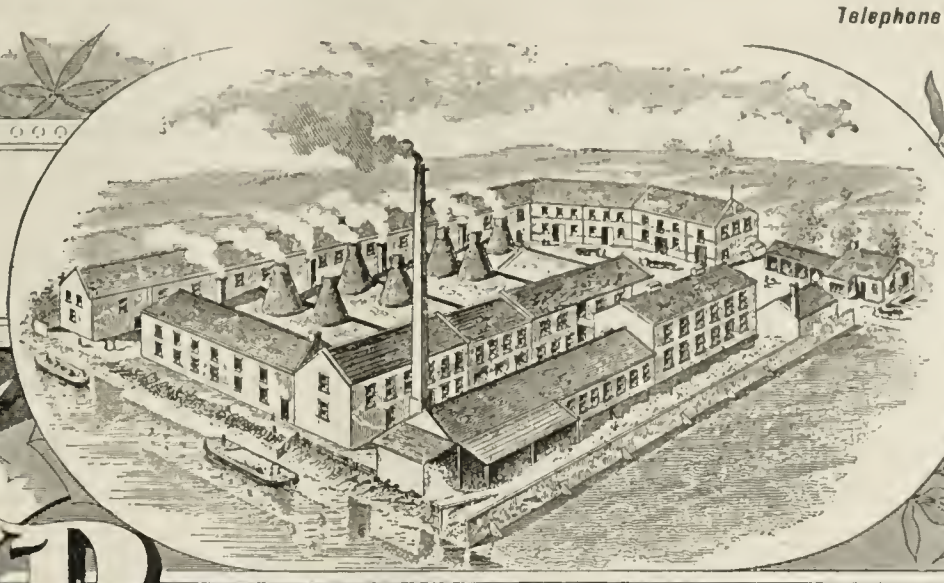
Mr. GREATBATCH, **North and Midland.**

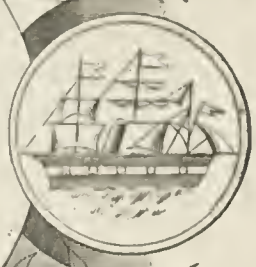
R. GREEN & SONS {**Eastern Counties, South & South West.**

Telephone No. 7 Knottingley

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"POULSONS, FERRYBRIDGE."

Manufacturers of all kinds of useful and everyday selling
EARTHENWARE.





West Riding Pottery, Ferrybridge, Yorks.

POULSON BROTHERS LIMITED.

LARGE SIZES. GOOD QUALITY. SPECIAL LINES.

Cottage Pheasant Ware. C.C. Banded, Sponged, and Printed Chambers 9's and 12's.
Toilet Sets, Churn Jugs. C.C. Lipt Bowls. Potted Meat Pots. Paste Pots. Jam Jars. Mugs.

MAKERS OF ALL KINDS OF BADGED WARE FOR PUBLIC INSTITUTIONS.
QUOTATIONS FOR EXPORT ORDERS.

Home Representative - - - Mr. WM. JAGGARD, Roundhill Place, Castleford.

THE IDEAL TEAPOT AT LAST !

A Perfect Removable Earthenware Strainer, attached to Teapots by means of an Earthenware Screw, and perforated so finely that the TEA LEAVES CANNOT BE POURED INTO THE TEA CUP. *This fine Strainer can easily be removed, cleaned, & replaced.*

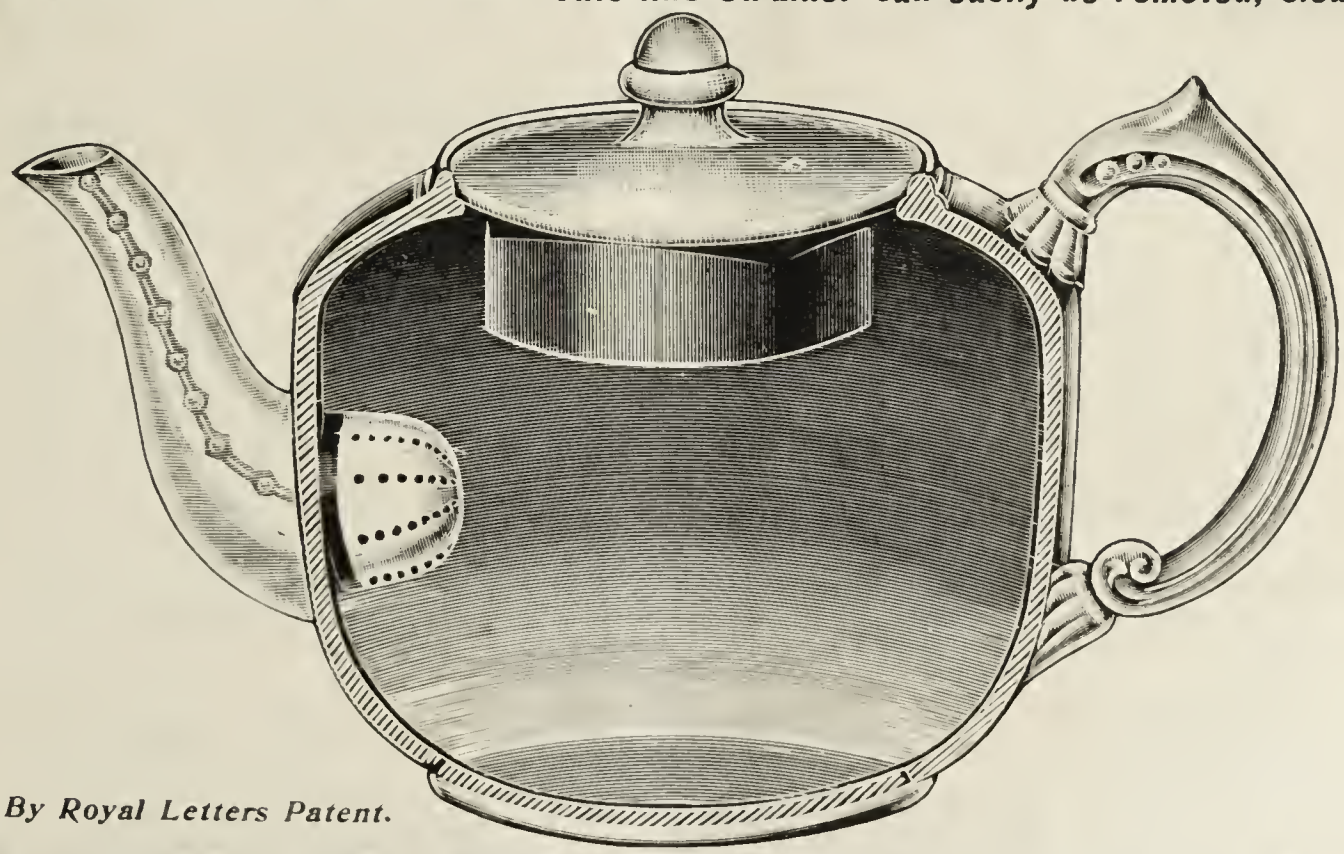
COMFORT IN TEA DRINKING.

NO LEAVES IN TEA CUP.

NO METAL.

NO RUST.

SIMPLE AND EFFECTIVE.



MADE IN ROCKINGHAM, SAMIAN, MOTTLED, AND DECORATED EARTHENWARE.

By Royal Letters Patent.

ARTHUR WOOD, Manufacturer and Patentee,

(Late CAPPER & WOOD)

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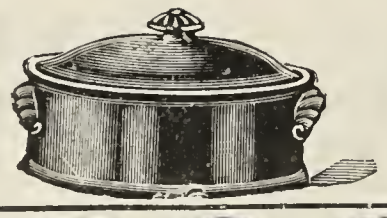
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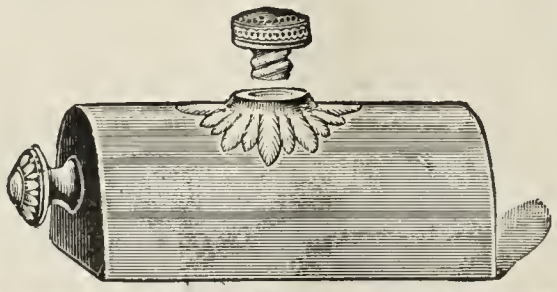
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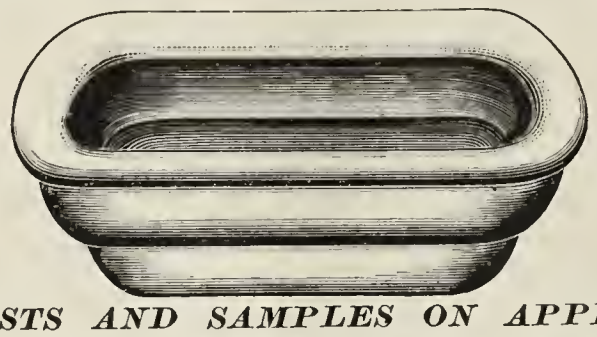
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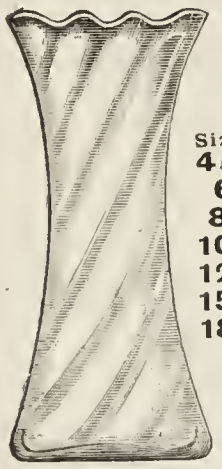
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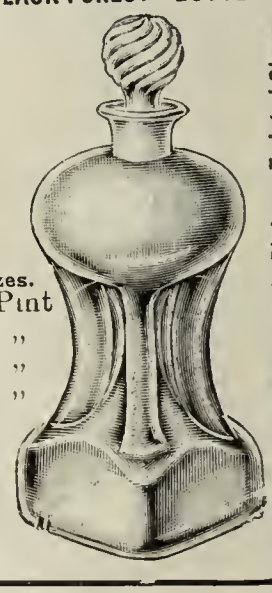
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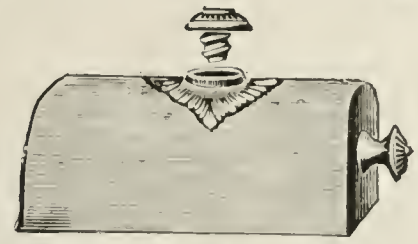
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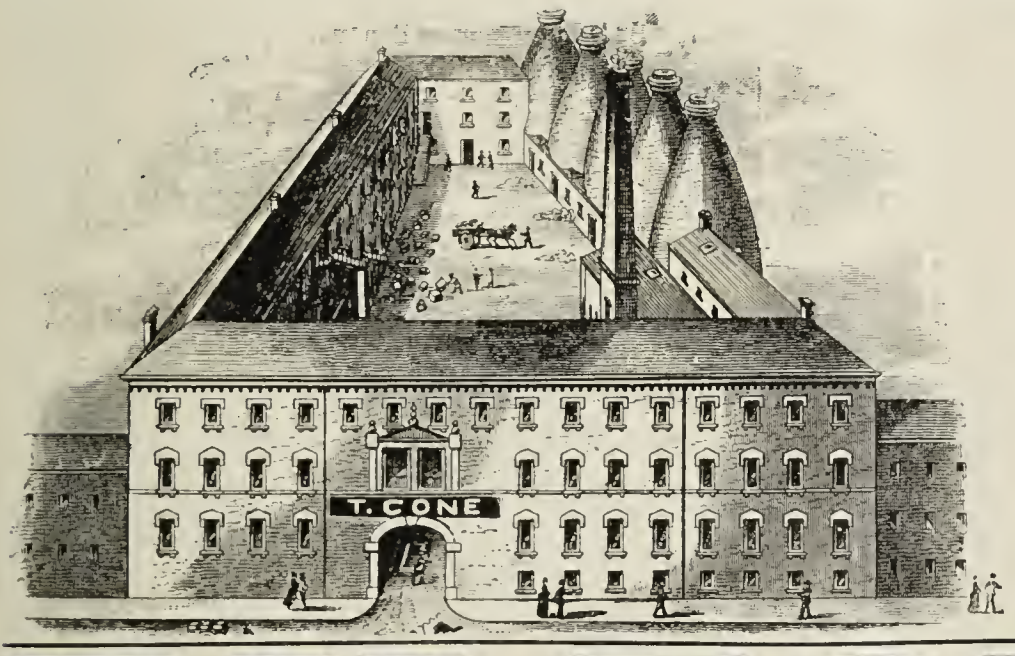
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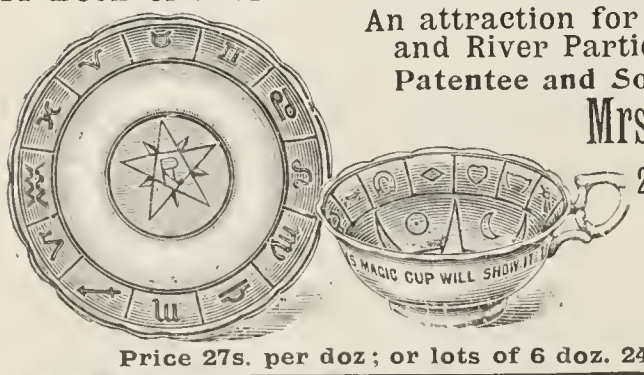
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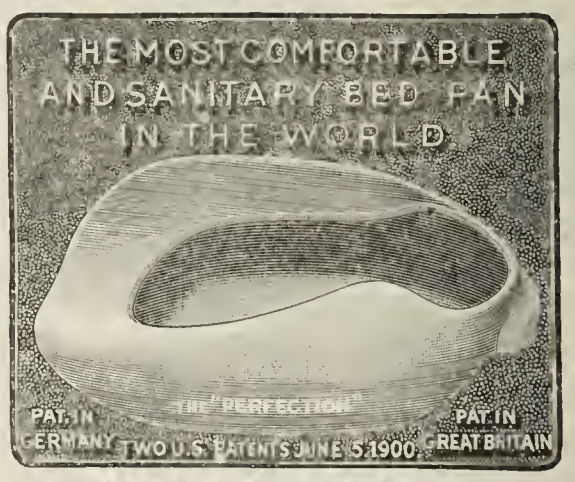
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BED AND DOUCHE PAN

Above Illustration shows the No. 1, Standard Size, Porcelain

Trade Price, 66s. per Dozen
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In order to meet the largely increasing demand from England and the Colonies, the "Perfection" Bed and Douche Pan No. 1, Standard Size, Porcelain, is now being made in England.

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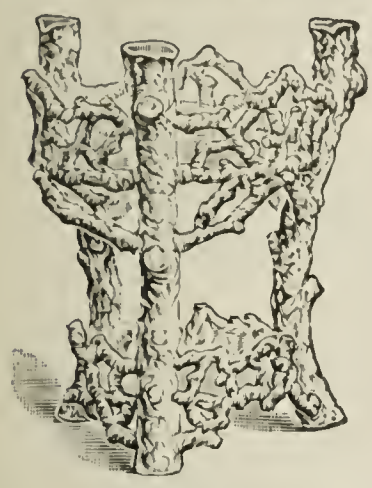
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Specialities in WHITE CHINA,

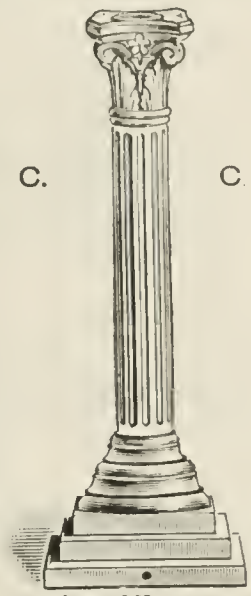
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THE CORINTHIAN COMBINATION COLUMN.

An exact reproduction of the Corinthian Column, so designed that it may be utilised either for Candlestick or Electric Light Pedestal. Height 15 inches.

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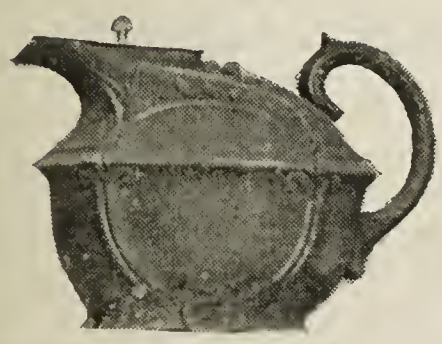
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Patent Spoutless Strainer Teapot

"ECLIPSE."



Spoutless Strainer Teapot ready for use.

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Easiest Teapot to keep clean yet out.

Made in Rockingham, Jet, Samian & Decorated Earthenware



Showing half of Teapot inside

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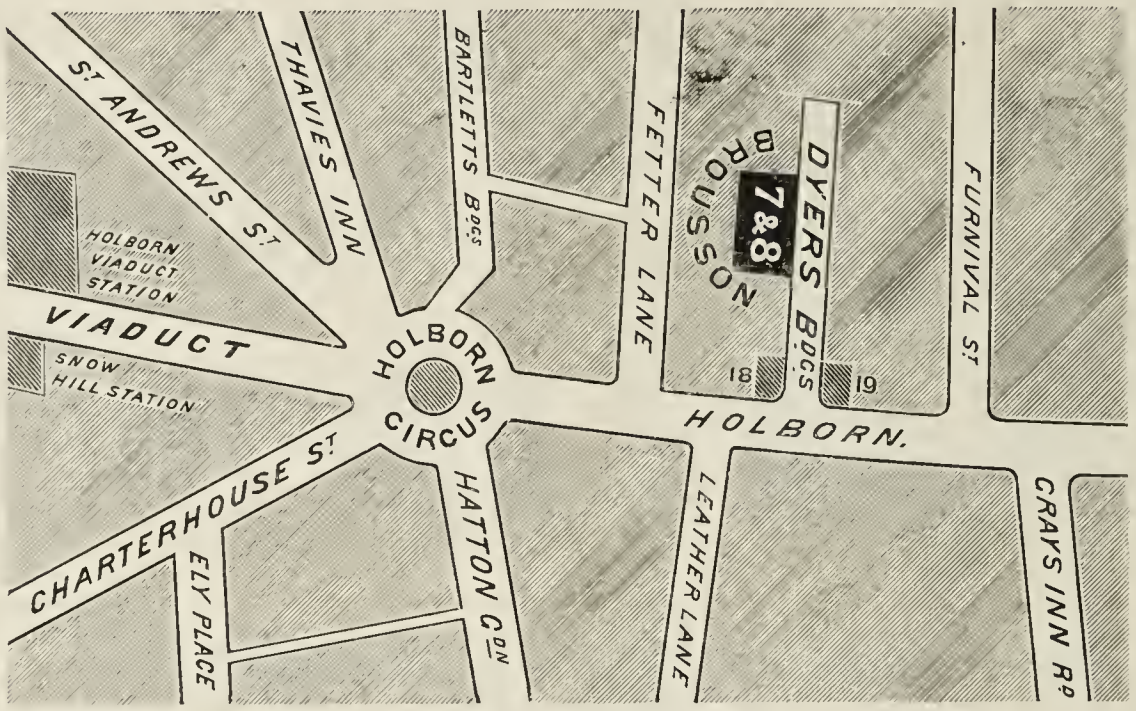
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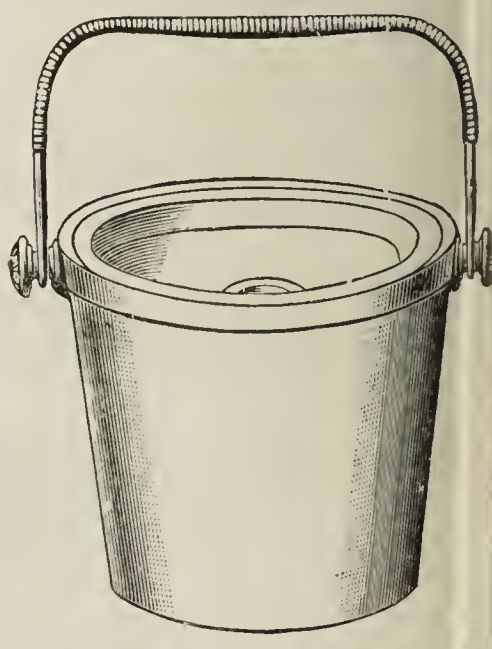


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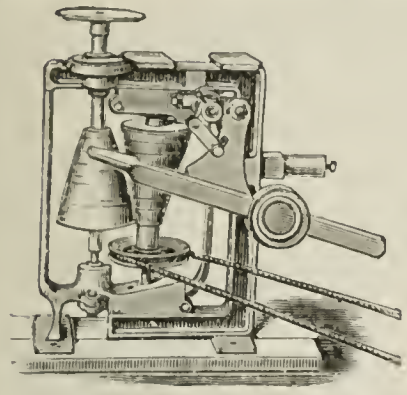




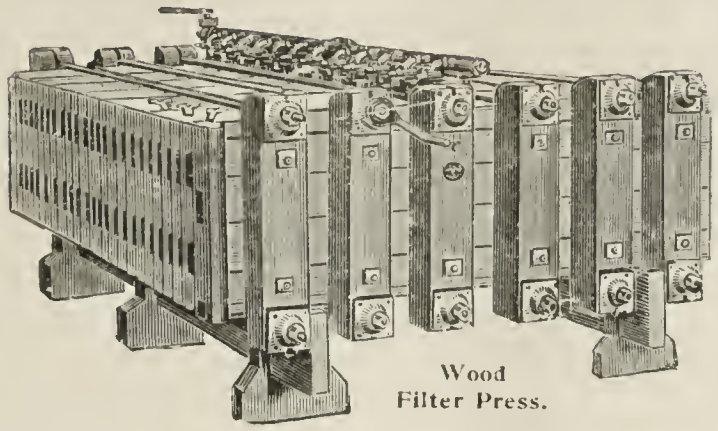


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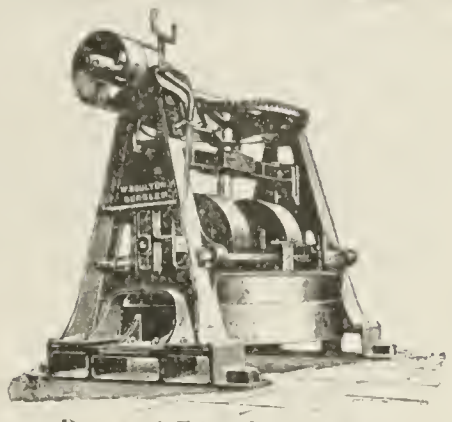
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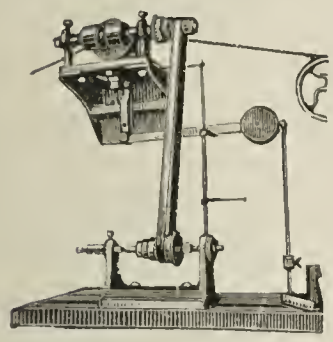
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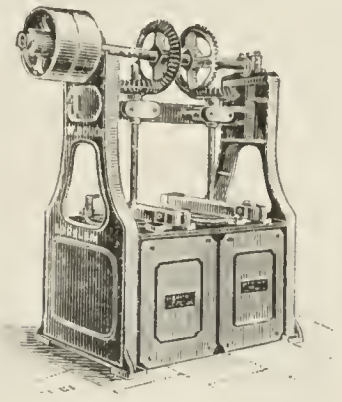
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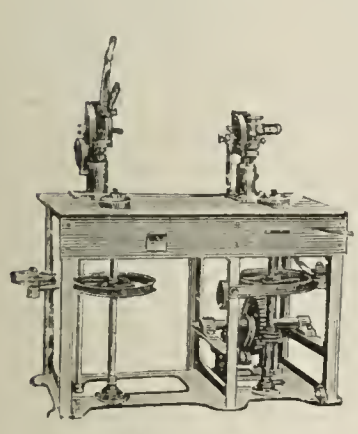
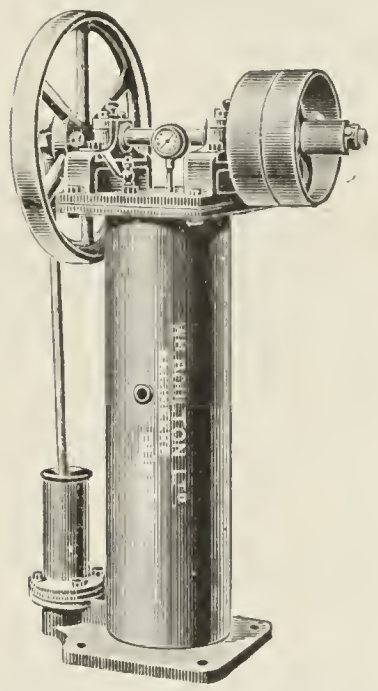
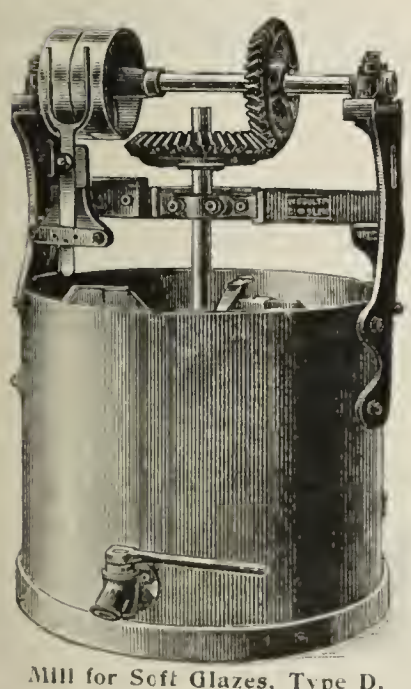


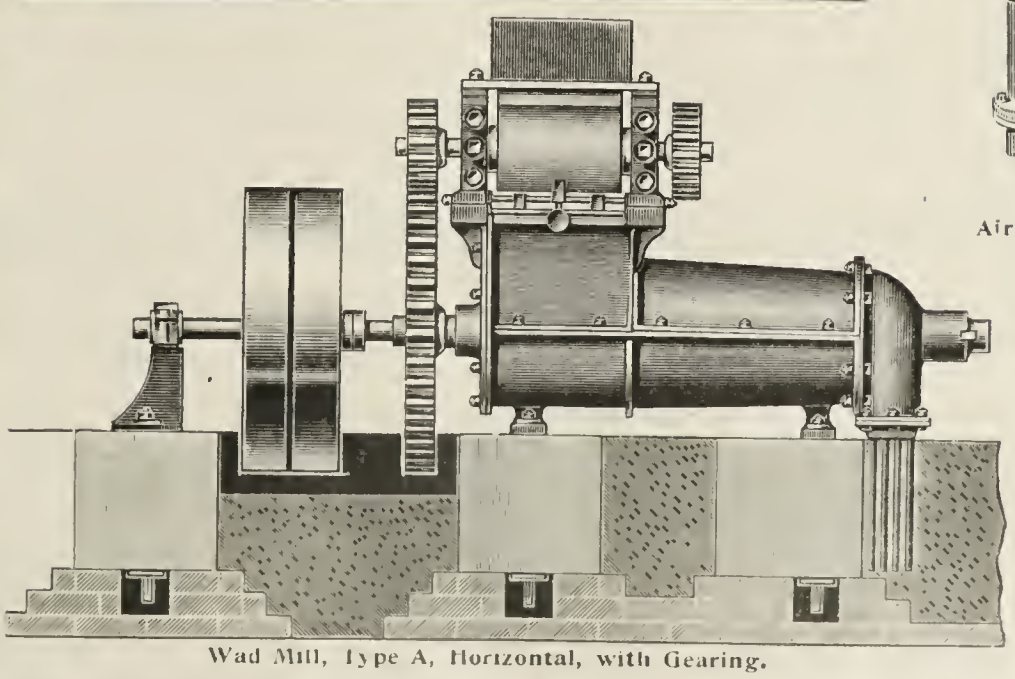
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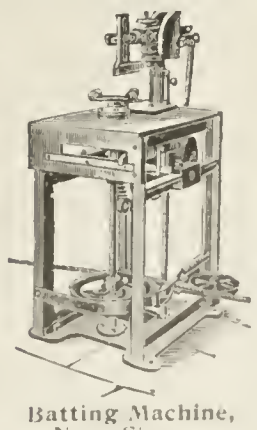
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MANUFACTURERS BY APPOINTMENT TO HIS MAJESTY THE KING.

WORCESTER CHINA.

FINE PORCELAINS,

Ornamental and Useful.

WORCESTER SEMI-PORCELAIN
AND . .
ROYAL WORCESTER VITREOUS
DINNER WARES.

☞ ILLUSTRATED CATALOGUES are not issued, but Visiting Buyers are invited to inspect the large display of

NEW MODELS & DECORATIONS

in the Sample Rooms at

THE ROYAL PORCELAIN WORKS, WORCESTER,

and at the London Trade Showrooms—

8, ST. ANDREW STREET, HOLBORN CIRCUS, E.C.

methods of production, and even the inferior quality were not enough to account for the presence of Continental china and the absence of British goods. He knew that with the duty added to the cost of production the goods could not be sold at the prices. He said to a large factor in Murray-street, "How is this? It is not fair to American manufacturers." No explanation was offered, but soon after this American pottery manufacturers found they were competing with foreign-made goods which, in spite of the tariff, were imported and sold for less than it cost to produce them in America. American manufacturers were convinced there was something wrong, and appealed to the authorities. Mr. Burgess (formerly U.S. Consul at Tunstall) was instructed to come to Europe to inquire into the whole question. The result of the investigation lead the U.S. Treasury to the conclusion that the tariff was being invaded by false invoices. Happily, British manufacturers were never implicated in this (though the matter has been suggested to some by American importers), but Continental houses were suspected. The Board of United States Appraisers has had a series of transactions with one house under consideration, and we read with satisfaction their decision, as reported in the "Crockery and Glass Journal" of New York. It appears that the re-appraisement of certain invoices by the local appraiser added 10 per cent. to each item. The importers appealed against this in protracted proceedings before the Board of General Appraisers. The Board now decides: "That the merchandise in question is invoiced and entered at a value of 19 per cent. less than the market value thereof in the country from whence it is imported." There is a penalty of 1 per cent. for every 1 per cent. of advance imposed by the Board, so that the American importing firm of George Borgfeldt & Co. will have to pay duty on 38 per cent. over the invoiced prices. This decision has given the greatest satisfaction to American manufacturers, and it clearly explains "why we have lost much of our trade with America."

THE POTTERY AND GLASS TRADES' BENEVOLENT INSTITUTION.

THE annual general meeting of the members was held in London on the evening of January 30, and a report of the proceedings (together with a copy of the rules as revised) was published in a special supplement issued with our February number. Mr. L. J. Murray, of Messrs. John Walsh Walsh, Soho and Vesta Glass Works, Birmingham, presided, in the unavoidable absence of the President, Mr. R. P. Copeland. Mr. Murray came from Birmingham specially to attend the meeting, and his courtesy in filling the vacancy at very short notice was greatly appreciated by the Board and the members present. The report of the Board of Management shows that the Institution is doing good work, seeing that there are twenty-four annuitants on the books—six members and eighteen widows of members. The Board urged the extension of the usefulness of the Institution by the introduction of new members. Mr. J. T. Bourne, in seconding the adoption of the report, said the Institution was well worthy the support of members of the trade. Those who might never need assistance themselves would have satisfaction in knowing that their subscriptions would benefit other members of their trade in sickness and distress. The Chairman, in reviewing the work of the Institution, said much had been done, but he felt that more could and should be done. He did not feel that anything had been neglected, but he said the Institution had not been popularised; it was not understood throughout the trade as it ought to be. He said it was not sufficiently known that females were eligible for membership. Mr. Murray said emphatically that everybody connected with the trade, every shopkeeper in the country, should become a member of the Institution. (The Board of Management have been saying this, and have been trying to induce shopkeepers to become members for a quarter of a century.) Mr. Murray pointed out that the employment bureau in connection with the Institution might become very useful to shopkeepers wanting assistants, and to assistants wanting employment. By its agency, shopkeepers wanting assistants would be able to obtain reliable information as to the suitability or otherwise of an assistant who may have applied for a situation; and this without having to pay anything more than their subscription, and this is less than advertising would amount to. By means of this bureau, employers and assistants can be brought into touch, without what might be the disadvantage of its becoming known that they were contemplating a change. We draw attention to these suggestions in the hope that members of the trade everywhere may become interested in the Institution. It is a national Institution and not a local one, and anyone—male or female—connected with the pottery and glass trade, in any capacity, and in any part of the kingdom, may become a member and share the benefits of the Institution. We trust that the publicity given to the useful features of the Institution at the annual meeting will result in a large addition to the list of members.

PUBLIC SPIRIT IN THE POTTERIES.

A MOST gratifying sign of the times in the Potteries is the increased interest which is being taken on all sides, and among all classes, in National and Municipal matters. The POTTERY GAZETTE has, times without number, referred to the fact that several important social movements, which have exercised great influence upon the nation generally, have originated with the hard-headed men of the Potteries. We congratulate the Potteries upon the evidences of an enhanced interest in public questions. All are citizens in a dear old land, which, with all its faults, is the freeest country on the face of the earth. We would plead for the growth and expansion of a patient spirit of inquiry in all questions which go to the root of the welfare of the nation. We cannot refrain from expressing the regret that some of the Staffordshire pottery manufacturers are not in the new House of Parliament, which has now begun its work, and we say this without any thought of politics, for there are equally good men on both sides.

Australian Pottery Clay.—An article recently appeared in the "Register," concerning the deposits of china clay at Kangaroo Island, quoting the favourable opinions of an expert practical potter, Mr. Alfred Capper. "I visited Kangaroo Island to ascertain the extent and adaptability of the material for fine-class pottery," Mr. Capper told a reporter. "and I have no hesitation in saying it is quite equal to the English. There are apparently unlimited quantities of clay. As an expert potter, I am perfectly satisfied with what I have seen. There is, without doubt, a great future before the industry, and manufacturers may now confidently rely upon colonial supplies of raw materials. I repeat that I consider the quality of the china stone, china clay, and felspar quite equal to that found in England or on the Continent. So far, all the materials used in the manufacture of high-class china have had to be imported, but this discovery will fill the gap, and, I believe, prove the salvation of the industry out here. I am fully convinced that there is now no reason why our potters should not supply the whole of the requirements of the Commonwealth."

WEBB

THO'S WEBB & SONS LIMITED

Dennis Glass Works, Stourbridge

GRAND PRIX PARIS 1878 1889

ENGLISH HAND-MADE GLASS





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ADAMS.

Established A.D. 1657 by JOHN ADAMS, at the Brickhouse Potteries, Burslem.

Proprietors:
William Adams.
William Adams, Jun.
A G. Alcock.
Percy W. L. Adams

TRADE MARK.

William Adams & Co.,

POTTERS.

Greenfield and Greengates Manufactories,

TUNSTALL, STAFFORDSHIRE.

(Potters to His Majesty's Government).

ADAMS
ESTBD 1657
TUNSTALL
ENGLAND

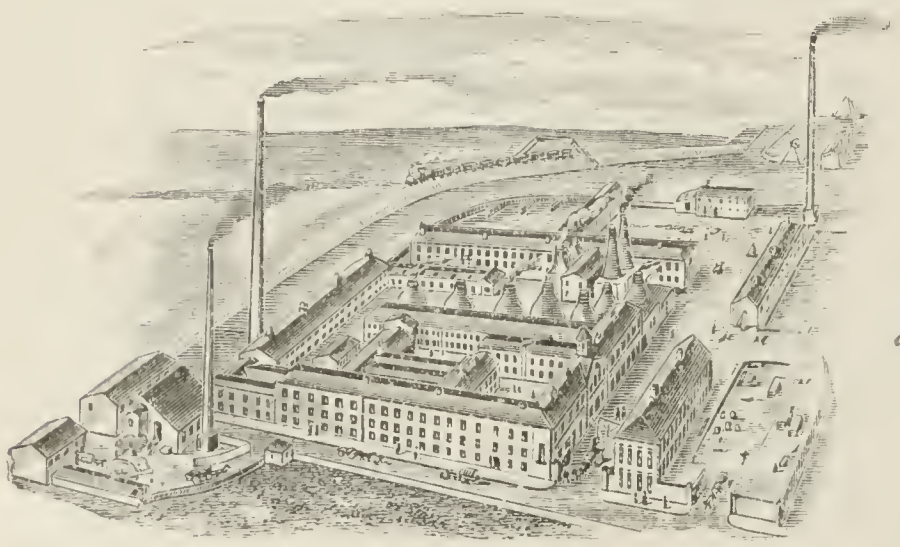
JASPER
TRADE MARK

TRADE MARK.

REGISTERED
TRADE MARK

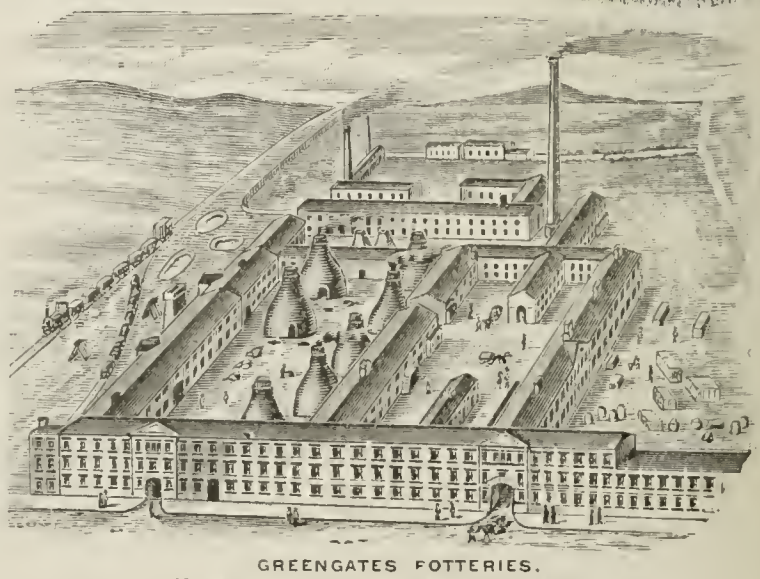
Makers of WHITE GRANITE, HIGH CLASS PLAIN and DECORATED SEMI-PORCELAINE; also MEDIUM BODIES, UNDERGLAZE-PAINTED, SPONGED, BAND AND LINE, CREAM COLOUR, SANITARY AND TILES AND EARTHENWARE of every description, suitable for the Home, Foreign, and Colonial Markets.

SPECIALITIES:—Badged Ware for Public Institutions, Restaurants, &c. Reproducers of the original Adams Jaspers, made by WILLIAM ADAMS, at his Greengates Potteries (1745-1805) also Imperial Stoneware Bodies in Useful and Ornamental Articles.



GREENFIELD POTTERIES.

CROWN SEMI-PORCELAIN W. ADAMS & CO. ENGLAND.



GREENGATES POTTERIES.
Established by William Adams, 1787.

Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

ADVANTAGES OF ADVERTISING IN THE "POTTERY GAZETTE."

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—We are obliged for yours, and are pleased to append names of firms who state they make the Match Pots for safety matches: Messrs. J. Bourne & Son, Denby Pottery; near Derby; and Messrs. Lovatt & Lovatt, Langley Mill, near Nottingham. It has occurred to us, since we decided to open up a china and earthenware department, of what great value a trade ad. is in the official trade paper. Take our case for example. The first thing we did was to order the trade paper, and write to the various firms whose advertisements appeared therein for price list and terms. That was our only medium of obtaining what we wanted, and as a result we have opened accounts with the two firms named, and with Messrs. Copeland, Sanderson & Young, Soho Pottery, Arthur Wood, Booths, Bretby Ware, &c., and the success we have met with has decided us in going in for new shop fronts and extensive structural alterations to give room for the new goods introduced, and we are anticipating it will run into four figures per annum when we get thoroughly introduced. All this is probably uninteresting to you, but proving to our mind the amount of business advertisers get without knowing the source.—Yours, &c.,

LEWIS & COOPER LTD.,
China Merchants, &c.

Market Place, Northallerton, February 21.

UNITY IN THE POTTERIES.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—I noticed in a recent issue of the POTTERY GAZETTE the announcement that the Duke of Sutherland had presented Trentham Hall to the people of North Staffordshire. During frequent visits to the Potteries for buying I have been struck frequently by the petty jealousies in the government of the five towns. The Duke's gift seems to be an unique opportunity for effecting the federation of the Potteries, the question which has been shelved again and again. Why not make Trentham Hall the centre of municipal life for the Potteries? It is spacious enough to contain all the corporation, gas, electric light, water, &c., offices for the pottery towns, as well as becoming a centre for technical education. It is my firm belief, sir, that the British pottery industry can only be placed on a sound and prosperous footing by effecting various economies in manufacturing—e.g., (1) gas firing, (2) clearing houses for crates, matchings, seconds, &c. I hope to live to see the Potteries known as the City of Sutherland, with its Town Hall in Trentham Park, its Lord Mayor a potter, and its corporation made up of potters representing the wards of Longton, Hanley, Burslem, &c. This would be a "combine" of far more value to the pottery industry than any number of ordinary commercial trusts.—Yours, &c.,

CHINA MERCHANT.

Bristol, Feb. 20.

THE YORKSHIRE GLASS BOTTLE TRADE.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—As one interested in this old industry I shall be glad if some readers of the POTTERY GAZETTE will give a few particulars of what this important trade was in days gone by, and what is the condition of the bottle trade of to-day. What I want to get at are some plain and simple facts, and not windy statements of anybody who thinks that all questions can be settled by reducing them to the level of a fourth-rate debating society.—Yours, &c.,

A YORKSHIREMAN.

Feb. 29, 1906.

FIRING FURNACES WITH WOOD.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—I notice in the account of the recent visit of the London County Councillors to the Sèvres national porcelain factory, that they 'watched the furnace being carefully heated with logs of oak.' Can any of your manufacturing readers kindly tell me whether there is any special advantage in this method of firing? Does the large percentage of tannin in the oak exercise a beneficial effect on the tensile strength of the clays? If so, cannot we adopt some similar plan here in England? We have large quantities of oak timber available.—I remain, yours &c.,

POTTING STUDENT.

Stoke-on-Trent, Feb. 12.

SUING A RAILWAY COMPANY.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—Your interesting article clears up a misconception in the mind, I believe, of many others than myself as regards the responsibility of the delivering party.

I have always been under the impression that delivering parties were responsible for breakage, and they, in their turn, called on the first contracting parties to share in the loss.

I should suggest that on all invoices the names of original contractors should be written to enable one to immediately claim on them, as you see in this case the consignee was not aware of the original contractor for some months after.

Thanking you for your valuable space and interesting article,—Yours, &c.,

Sydenham, S.E., February 22. J. H. ROBERTS.

SIRS,—You have done a useful thing in obtaining such a very intelligible explanation of law as that given by your legal contributor on pages 193 and 194 last issue. The china trade is under an obligation to you for your trouble. You have made plain one or two points that I have had my doubts about, and I shall make a reference to this "opinion" in my diary, so that if anything occurs in future I can turn to it. It is worth reading two or three times over. Your Barrister contributor says:—"The law is quite simple as to these joint company arrangements, and in regard to through bookings over two or more lines." Well, it may be quite simple to a barrister, but even with this explanation, it is anything but simple to a busy trader. One thing I learn from this opinion is that "the company to be sued is the original receiving company." Because I did not know this before I have been bandied about from one company to another until I got sick of the matter, and let it drop. I dare say there are other dealers, like me, who make a claim against a company, and then give it up, because the time taken up to continue it would be worth more than the amount recovered—if any was received.

Now, I want to give "A. B. & Co." and all other glass and pottery dealers, a bit of advice that will follow up your Barrister's opinion very nicely, I think. Every dealer should be a member of the China and Glass Dealers' Association, and then, whenever a difference arises, like

C. T. MALING & SONS,

TRADE MARK C T M ESTAB.D 1762.

Ford Potteries, NEWCASTLE-ON-TYNE.

EARTHENWARE MANUFACTURERS

FOR HOME AND EXPORT TRADE.

DINNER, TEA, DESSERT & TOILET SERVICES &C., IN EVERY VARIETY OF DECORATION.

☛ ***ORIGINAL CHROMO-LITHO DESIGNS A SPECIALITY.*** ☚



HOSPITAL AND INVALID REQUISITES.
DRUGGIST SUNDRIES.
SANITARY WARE.
PHOTOGRAPHIC TRAYS AND TROUGHS.
DAIRY REQUISITES.
POROUS CELLS.
ELECTRICAL FITTINGS.
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CONFECTIONERS' JARS.
EXTRACT OF MEAT JARS.
WHITE JARS OF EVERY DESCRIPTION.

Careful Attention Given to Customers' Own Specialities.



WATER GROUND FLINT OF THE FINEST QUALITY.

SPECIAL PRICE LISTS ON APPLICATION WITH TRADE CARD.

LONDON - - Sample Rooms, 20, Bartlett's Buildings, HOLBORN CIRCUS.
SCOTLAND. - „ 51, Buchanan Street, GLASGOW.

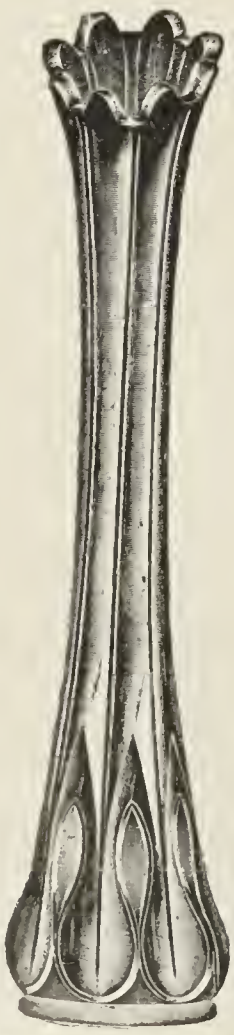
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„ **J. DUNLOP.**

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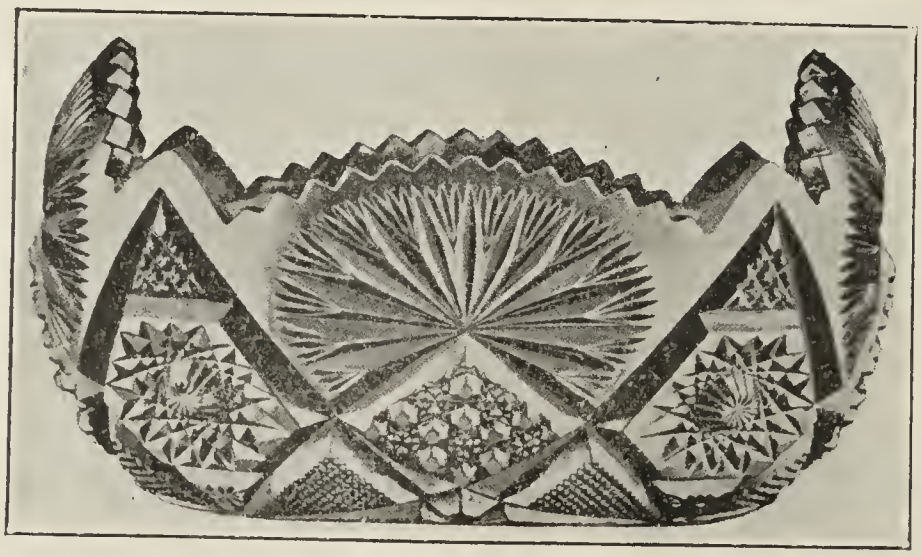
United States Glass Co.,

55, Farringdon Street, Holborn Viaduct, London.

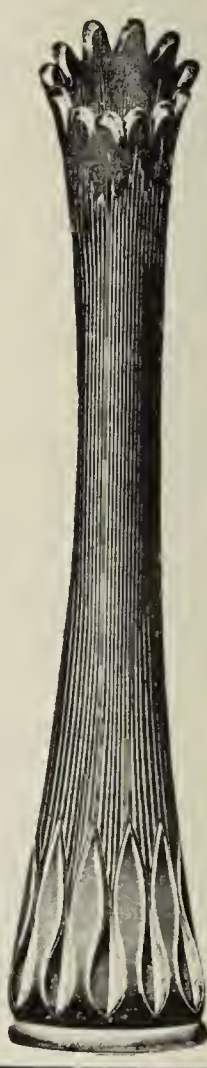
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OVAL, ROUND, & OBLONG DISHES. SALVERS.
FOOTED FRUIT BOWLS.
OIL BOTTLES. PEPPERS.
CASTOR SUGAR SIFTERS
BUTTERS & COVERS, &c.
LARGE RANGE OF FLOWER TUBES.



No 15098.—Oval Bowl



that of "A. B. & Co.," the matter should be put in the hands of the association. If this association had one half the members it ought to have, railway companies would not play with claims like they do now. A single trader cannot afford the time, or the money, to press even a just claim against a railway company. A strong association could do it easily and successfully. This alone ought to induce hundreds to become members at once.

Yours truly,

A DEALER AND A MEMBER.

THE ORIGIN OF THE BELLEEK POTTERY.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—In this current month's issue of your journal you have given space to a short description of the birth of Belleek Pottery, and as it hardly does justice to the memory of one of my most respected and deceased business friends, I should like, with your permission, to state the facts a little more clearly. Before Mr. McBirney was acquainted in any way whatever with the discovery of feldspar, trials were made by grace of Captain Bloomfield by Mr. R. W. Armstrong, who at that time was practising as a very successful architect in London, and while of Scotch descent, was of Irish nativity, and therefore took much interest in anything likely to benefit the island. The discovery of feldspar was undoubtedly the chief factor in ultimately having the pottery built, but all practical potters know that that mineral in itself would never have made porcelain, and here it was that the chemical and mechanical ability of my deceased friend R. W. Armstrong stood the projected enterprise in good stead; and proving, as he did, the possibility of successfully bringing into existence pottery works so far distant from coal and china, &c., Mr. McBirney provided the bulk of the capital, and Mr. Armstrong designed and erected the works, designed and prepared the machinery, and designed the means and mode of utilising the water power to render the business almost wholly independent of coal.



MR. R. W. ARMSTRONG.

The extract you give from "a ladies' journal" describes Mr. Armstrong as an "engineer," whereas, as I have stated, he was trained and he practised as an architect, but he also possessed the qualifications of a practical chemist. He had also the facility of grasping only half an idea conveyed to him and working it into shape quicker, more skilfully, and more artistically than any other man I have known. He had a rooted objection to any work that even only bordered on the vulgar, or, in the case of a useful article, that lacked applicability. In Mr. Armstrong Ireland possessed one of her brightest, cleverest, and most charming of companions, and by his death his country became so much the poorer, lost one of her most brilliant gems. Nearly all successful men have been greatly aided in days of depression by the constant encouragement of the wife, and as I was admitted to Mr. Armstrong's table on more than one occasion I can say that in Mrs. Armstrong he lived in the light of one of the most beautiful of Ireland's daughters, a face to once look upon was never to forget, and in his "Nannie" my friend's soul was intertwined.—Yours, &c.,

G. G. MACWILLIAM.

20, Bartlett's-buildings, E.C., February 12.

ANSWER TO CORRESPONDENTS.

BEFORE SENDING US ENQUIRIES, KINDLY READ THESE NOTES.

We have special facilities for tracing the makers of ware required for matching orders. We supply the information only to subscribers to the POTTERY GAZETTE. *All enquiries must be accompanied by* THREE PENNY STAMPS.

When a registered mark and number, such as RD. NO. 228586 *appears on any article, particulars of this (without any further explanation as to style of ware or design) will enable us to trace the maker. It is important that the figures be correctly given. If in doubt as to numbers, underline the figures which are not clear, or give alternative figures which may be likely.*

Do not forward samples unless they are asked for. If a Registered Number, Trade Mark, or some other mark of identification is to be found on the ware, a sketch of this as near as can be possibly copied from the original will be of far more service.

Stamps for return of samples, if sent, should be enclosed with enquiries.

W. H.—We are sorry we cannot comply with your wish. It is not our custom.

F. H. T.—We think your contention is altogether wrong. It is not compatible with reason, and we cannot ignore that in business.

L. B.—We send you the names of three firms whose goods are of about the same character. Either of them will serve you well. (Two of them advertise in the GAZETTE.)

Beginner.—We are glad you adopted our suggestion. You have now some interest in the future of your shop. You would have had none if you had been subject to three months' notice.

James T.—Under ordinary circumstances you can buy just as well from the London showrooms, or from the representatives of manufacturers who call on you, as you could from the works. Within two minutes' walk of Holborn-circus you can see the samples of firms who make every grade of goods you deal in. (If you want to spend £500 on goods from stock for ready money, go to the Potteries by all means.)

M., South Coast.—It would not be advisable for a young man, with only a few months' experience, to depend solely on glass and china repairing for a livelihood. The business is far too precarious. You should persuade your present employer to make known to his customers by advertisement, or otherwise, the qualifications of his assistant; that he has a resident reliable china repairer on his staff, and that no itinerant men are employed. If work and further experience do not come in this way, and you still wish for work at glass and china repairing, you might, with advantage, advertise in this GAZETTE for a situation in a glass and china establishment, mentioning your qualifications as a repairer. This would very possibly secure you a situation in preference to others not so qualified, and serve as a stepping-stone to your ambition.

CORRESPONDENTS' INQUIRIES.

We are asked for name of makers of dinner ware marked with "Elysia, H. B. & Co." and a crown.

"BURLEIGH" BURSLEM

Burleigh Toilet = = =

Burleigh Dinner Sets.

Burleigh Fancy Goods.

"GOOD GOODS"

ensure quick sales and satisfactory profits.

See our ***SPRING DISPLAY*** *and judge for yourselves.*

BURGESS & LEIGH,

MIDDLEPORT POTTERY,

BURSLEM.

REPRESENTATIVES :—

Country :—
MR. A. H. HOLDCROFT.
MR. W. H. LEIGH.
MR. R. J. HEATH.

London :—44, Farringdon Street, London, E.C.
MR. J. POINTING.
New Zealand :—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.
Australia :—MR. THOS. W. HEATH, Sydney.

Buyers' Notes.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

William Adams & Co., Greenfield and Greengates Potteries, Tunstall, are one of the oldest firms in the Potteries. Their business having been established by John Adams so far back as 1657, is still in the hands of his descendants. Theirs is a many-sided business. They are manufacturers of white granite, high-class semi-porcelain, both plain and decorated, medium bodied ware, painted under glaze, sponged, band and line, sanitary ware, tiles, and general earthenware of practically every description for the home, foreign, and Colonial trades. Their semi-porcelain toilet and table ware is supplisd in a variety of printed and enamelled decorations on a number of up-to-date shapes, and also on selected reproductions of their old-time forms. There is just now a preference for old styles, especially in toilet ware. These the firm are able to supply from their early moulds and ornamented with their early transfer decorations. They have a world-wide reputation for "Adams jaspers," made by William Adams from 1745 to 1805. The firm still have the original models designed by their eminent predecessor and famous modellers who worked with him. The jaspers they are supplying to-day are therefore not mere copies, they are veritable replicas of the original Adams jaspers, with classical and eighteenth-century subjects in white bas-relief on blue and other coloured grounds. These reproductions are not limited to ornamental vases, but include useful lines, such as jardinières, tea-pots, sugars and creams, candlesticks, trinket sets, biscuit jars, hot-water jugs, and other articles for the china dealer and the silver mounter. The "Florence" shape flower-pot—the centre piece of the upper row in our illustration—with the design of the Dancing Maidens in white relief, makes an attractive jardiniere. The vases right and left of this are classical in form and ornamentation. The vase No. 313, on the left, with the "Seasons" design is a pleasing specimen. The figures representing the seasons are said to have been originally modelled by Adams himself, as were many others of the designs used at his factories. The colour of the blue is excellent, while the sharpness in detail of the figures and design in relief is remarkable. All the firm's productions have the name impressed on the bottom. Messrs. Wm. Adams & Co. have for some time been supplying miniature pieces in loving cups, vases, and a number of small items in their famous Jasper, with the arms of towns and cities applied in white relief. These are useful for presents, and serve as excellent souvenirs for visitors, while the prices are moderate for high-class fabrics. Messrs. H. & M. Harris, 7, Buchanan-buildings, Holborn, E.C., are the firm's London agents for this branch of their business, and they will be pleased to show buyers samples of the ware at any time.



WILLIAM ADAMS & CO., TUNSTALL.

Burgess & Leigh, Middleport Pottery, Burslem, have enabled their London representative, Mr. James Pointing, to make one of the finest displays of new season's goods that even they have ever submitted to London buyers. Their showrooms, 44, Farringdon-street, E.C., are well adapted for the convenient inspection of pottery samples, and Mr. Pointing has learnt the secret of arranging his samples to advantage. The result is that there is at present a really fine collection of "Burleigh" ware at the London rooms. The name "Burleigh" ware stands for something now, and dealers appear to realise the fact. When I have seen the name placed conspicuously against the firm's goods in provincial shops it has come home to me that the public also are acquainted with, and appreciate, the ware indicated, and that therefore the dealer finds it to his advantage to advertise the fact that he keeps it. The chief specialities of the firm are "Burleigh" toilet ware, dinner sets of any goods, and in each of these departments there are novelties in shapes and patterns that are sure to find a ready sale. The reliable quality of the ware is well established now, so that when a customer satisfies himself (which he can easily do) that it is "Burleigh" ware that is offered him, he has merely to select shape and ornamentation to his taste. Even this task is becoming less difficult because graceful shapes and pleasing decorations are presented in such variety that we might safely question the good taste of a buyer who could not find something to his liking among them. Quite an imposing effect is produced by the rows of samples of toilet ware, that completely fill one side of the long room, and part of the end of it. One of the new shapes, and to my taste, the best one, is the "Portland." The contour of the ewer is graceful, and the neck is treated in an original manner, though there is nothing approaching to eccentricity in the outline. The top of the ewer has neither serration nor scallop, and there is no embossment. The beauty of the "Portland" shape is its plainness. The ewer has a very serviceable angular handle, something out of the common, yet quite in harmony with the outline of the piece itself. The plain surface of the "Portland" lends itself to numberless decorative schemes, of which many examples are shown. One very neat ornamentation consists of pretty little floral sprays all over the body; another has floral festoons all round, and several new and tasty printed patterns are shown. The "Portland" looks well in shaded art colours. Another new shape is the "Honesty" —named after the flowering herb so called, embossments of which appear on the sides of the pieces in new art style. It is a good shape, with tall ewer and round deep basin, with curved sides to prevent oversplashing. This is shown in several enamelled colours. (Sets of jugs are supplied of the same patterns as the toilets.) The toilets include many neat printed and enamelled decorations. A special line in cheap printed sets, in various colours, is shown in "Burleigh" ware. This is not one of Burgess & Leigh's regular lines, but having been frequently asked for small servants' sets, they have produced several inexpensive patterns. Teapots have always been a strong feature in their samples, and they have recently added several new shapes. The popular "Duchess" teapot is shown with new festoon decorations. A new pot is the "Arabesque," with artistic floral embellishments. They are extending their production of flower pots. The new "Ideal" pot is a handsome piece with shaded and gilt and other decorations. Some pleasing varieties are shown in the firm's "Burleigh Briar Ware"—a decoration in several colours, and variously shaded, applied to all table ware en suite. This has become a standard line with the firm; it is a pleasing pattern, and variety is given to it by coloured and shaded combinations. I have reserved but little space to speak about the excellent display of dinner ware. Several very neat coloured bands are shown. A sweetly pretty dinner set is the "Laurus" shape, with plain oval vegetable dish, with three coloured lines and gilt.

Doulton & Co., Ltd., Burslem, have their London depôt at 14, St. Andrew-street, Holborn-circus, E.C., where they are represented by Mr. J. T. Bourne. Mr. Bourne has several capable colleagues, otherwise, able and energetic as he is, he could not possibly deal with the extensive and diversified business of the company in London. The multitudinous samples shown at St. Andrew-street give one some idea of the business done at the London office. Of course, if those samples remained always the same we could not draw any reliable inference from their quantity. But as Mr. Bourne is constantly receiving samples of new productions, we are justified in assuming that the London trade requires them. There had been a fresh arrival of novelties just before my recent call at the rooms. The company are manufacturers of high-class china and earthenware of every description for useful and ornamental purposes. In useful lines, toilet services, dinner, and dessert sets, tea and breakfast ware, and jugs are the principal items. I do not suppose it is an accident that the samples of these are the first met with on entering the rooms. The "Britain" is one of the new toilets. It has a full-sized ewer, a good form on familiar lines. It is shown in several attractive printed patterns in various colours. It has a deep, useful basin with turnover rim. Other fresh arrivals are novelties in decoration. The "Howard" shape has rather a short jug, but it lacks nothing in capacity. It is shown in several light decorations; one with festoons is very appropriate to the plain surface of the jug. The basin is round and deep, and has festoons on the outside. The "Mayfair," a tall and almost cylindrical shape ewer, is shown in various patterns; one is a new cretonne decoration which covers the exteriors of both ewer and basin. It is a neat, overall pattern, and is done in various colours. These toilet sets have all plain surfaces, and are, therefore, suited to a great variety of printed and painted ornamentations. There are many decorations shown on this "Mayfair" shape at the London rooms; the blue dragon pattern is one of them. There are three pleasing shapes with effective decorations, which Mr. Bourne tells me are submitted at moderate prices. The "Flagon" is a shape well known in the trade, and is now shown with several new decorations. To judge from the samples displayed here and elsewhere it is evident that plain surfaces free from embossments are in demand this season. The new dinner sets shown are characterised by printed and enamelled patterns covering the rim of the plate in contradistinction to the bands that have been popular. Amongst the latest is the "Marjorie," a very pretty dinner set with Michaelmas daisies all over the rims of the flat pieces. The pattern is full of detail, and the plate has been most skilfully cut. It will stand the most careful inspection. I was shown a choice, yet inexpensive, china dinner service. It has an effective enamelled decoration called the "Temple." The ornamentation is quite Japanese in character, and is applied en suite to all table ware. It is seen on dinner, dessert, and tea and breakfast sets, cheese stands, and covers, salad bowls, coffee sets, and afternoon tea sets. It is a showy but not extravagant pattern, which the company are able to offer at a low rate. There have been many additions to the samples of fancy shaped teapots since I saw them The variety of shapes and patterns is large and interesting, including some that are quaint. I refer to those with mottoes inscribed on them ("Polly, put the kettle on" is one of them). The company have a very large collection of fancy shapes in jugs, and a number of decorations in series, such as poets, views, landscapes, &c. There are

also jugs with mottoes. Many fancy pieces are shown with appropriate decorations en suite. One quite new and very interesting set is named "Isaac Walton" ware. Portraits of anglers of various types are given, with accompanying mottoes, while round the tops of such pieces as jugs, vases, pots, &c., there are willows growing by watercourses. This piscatorial ornamentation is applied to almost everything, even tea ware. I have notes of many things shown me in the art section, but can only mention one. This is a superb specimen of art pottery in the shape of a tall exhibition vase with heavy gilt ornamentation at the top and on the pedestal. The body of the vase is oviform, and is embellished all round by a park scene, with deer and fawns browsing and in other positions. This is an exquisite painting by Mr. Samuel Wilson. The vase is made to revolve easily on the pedestal, so that all sides of it can be admired. In this unique work the arts of the potter and the painter are appropriately wedded.

The firm of **John Walsh Walsh,** Soho and Vesta glass-works, Birmingham, are now showing a number of charming spring novelties at the London rooms, 4, Holborn-circus, E.C. I had the pleasure of meeting Mr. L. J. Murray, the principal, and Mr. R. H. Wood, the firm's London representative, at the rooms a few weeks ago, and of seeing some of the newest samples that had just arrived. Dealers who handle the firm's goods need not to be told much about their many attractive features; but those who have not yet visited the elegant rooms at 4, Holborn-circus, may be interested in knowing that they are in every detail in harmony with the samples shown. Any bonâ-fide glass and china dealers who wish to see a miniature crystal fairy scene should call at these rooms, where I am sure they will be welcome, whether they have an order to place just then or not. They will get some valuable hints as to how useful and fancy glass can be most effectively shown. The chief novelty for this season is an artistic variation in the cut-glass "Thistle" table decoration. This is an important and very successful development in a line to which the firm have for many years given assiduous attention. The "Thistle" decoration has been one of the most popular of the many pretty table ornaments the firm has produced, but the form in which it is now shown is one of the most dainty combinations that could be conceived. The flower holder is a richly cut glass thistle, which is now mounted on electro-plated stems. These are in single flowers with neat plated stem, or in groups of two, three, four, five, and even more thistles arranged in clusters, with alternating cut-glass leaves and buds. The thistle holders are attached to electro-plated stalks, which are twisted about so as to form a strong stand for the group. The effect of a good light—either natural or artificial—falling upon this pretty combination of crystal glass flower holders, with cut and polished buds, attached to silver-like stems, is very brilliant. With natural flowers placed in the glass receptacles for them there is a combination of brilliancy and colour that it will be difficult to excel. The groups, or stands, are supplied either with crystal feet, or electro-plated. The designs are protected by registration. Another rich suite in this class of table ornaments is the "Lily" vase, with intaglio ornamentation. This also is shown with silvered (or rather electro-plated) fittings and stands, and in many combinations. There are low and tall groups, with many or fewer holders, just as there are in the "Thistle" suite. A richly cut and polished glass-handled basket for flowers is a handsome novelty, and is made in various sizes, and in several designs, fitted with brass and other arrangements for keeping the flowers in position. A pleasing line is shown in high-class fancy goods in the firm's well-known "Radium" glass. This is a new artistic decoration, with beautiful iridescent effects in straw colour. In cut-glass table ware there are many reproductions of old heavy-cut designs in decanters, spirit bottles, and water bottles and jugs. There is a demand for these old styles at present, and those shown are exact copies of pieces that were in fashion seventy years ago.



A. J. Wilkinson, Ltd., Burslem.

A. J. Wilkinson, Ltd., Royal Staffordshire Pottery, Burslem, like to "take time by the forelock." They look ahead, and induce their customers to do the same. There are still too many retailers who do not order stock until they have a demand for it. The Lady Day quarter is a popular time for commencing the tenancy of a house, and about the same time spring cleaning sets in all over the country. Both these events cause new toilet sets to be bought and old ones to be made good. Now toilet services are leading lines with Messrs. Wilkinson, so that it is quite in the ordinary course with them to find that their London representative, Mr. F. Hodgson, has a number of new shapes and decorations for the coming season already on show at his rooms, 60 Shoe-lane, E.C. The "Louis" shape has a tall and nearly straight ewer, without embossments, which is adapted to many styles of ornamentation. One very pretty pattern is an arrangement of festoons on new art lines. The same shape is

shown in many enamelled patterns, and also in shaded art colours. One set has dark handles on a light body, and the effect is striking and pleasing. The same shape is decorated in various floral patterns. The "Jewel" shape is one of the best of the new toilet services. The illustration will convey a far better idea of its beautiful form than any verbal description. The ewer and basin appeal to the eye as forming one scheme between them—in outline, I mean, rather than decoration. From being narrow at the neck the ewer widens out to a point level with the inside of the rim of the basin, when it again contracts towards the foot. A feature of the ornamentation is that it includes indentations instead of embossed designs. The pattern is effective in white and gold and also in enamelled colours. The "Elgar" toilet ewer and basin are in the centre of the other illustration. It is a tall jug with long, scroll-like handle extending from the neck almost to the foot. There are heavy conventional embossments in white on dark ground. The round basin is deep, with embossed pattern on the wide rim. The "Elgar" art pots are similarly ornamented. They are in variously coloured grounds with white embossed design, as in the illustration. Square and diamond-shaped art pots are in many decorations. The company make a number of small vases with rich decorations. The "Vandyke Art Ware" is still shown in vases and fancy shapes. To these are now added clock sets. The "Vandyke" art ware includes every article for table use en suite, and a complete set is shown, which comprises fancy trays and dishes, cheese stands and covers, bread trays, triple trays, sardine boxes, biscuit boxes, and jugs in various shapes. There also are other fancy pot-



A. J. Wilkinson, Ltd.

tery ornamentations en suite. I should have mentioned that trinket sets are decorated to match any of the toilet sets.

Mason, Cash & Co., Woodville, near Burton-on-Trent, and Lount Pottery, Ashby-de-la-Zouch, are makers of Derbyshire Ironstone Cane ware, Rockingham, Samian, Buff, and C.C. wares. Mr. W. P. Pattenden, 14, Bartlett's-buildings, Holborn-circus, E.C., is their London agent, and he has samples of their principal manufactures at his show-rooms. The fire-proof ware includes stew-pots, souse and hash pots, pressed opal bakers, and round and oval nappies. Samples are shown of the firm's stoneware footwarmers in various sizes, and fitted with patent screw-stop. There are many good shapes in Samian teapots, such as the "Clyde," "Globe," and "Cabinet," either plain or with white, green, or salmon coloured bands. The Rockingham ware includes the usual varieties. Our illustration, Fig. 1, is their Pine teapot, figured, a very



Fig. 1.



Fig. 2



Fig. 3.

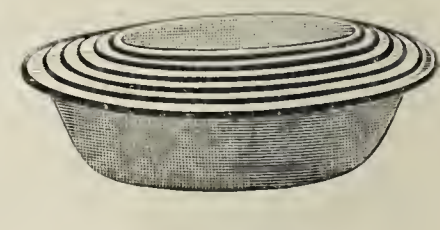


Fig. 4.

suitable line for export; Fig. 2 is the globe-shape teapot; Fig. 3 is the tankard-shape coffee-pot, supplied either in Samian or Rockingham; and Fig. 4 shows a nest of bakers, either in buff or yellow. The firm are now making buff bakers and nappies. They make a number of cheap lines for export, such as covered yellow bowls and nappies.

John Aynsley & Sons, Portland Works, Longton, are, of course, the manufacturers of Aynsley's china—a trade name that is perhaps even better known than the exact name of the firm who make it. Dealers who are not fully acquainted with "Aynsley's China," or Portland china, as it is frequently called, will find a large assortment of it at the rooms of Mr. J. J. Adams, the London representative of the firm, 9, Charterhouse-street, Holborn-circus, E.C. Aynsley's china is there shown in tea and breakfast ware and dessert sets, and an interesting variety of specialities for all markets. Their tea ware is their great pride. In their beautiful fine china they have a range of decorations that meets all requirements, except for very low-priced goods; these the firm do not make. Aynsleys claim that their tea ware is "cheap" in the true sense of that word, because it is good value. They show many attractive printed patterns, and all grades from these up to richly ornamented services. One of their best shapes, perhaps, is the "Eton." It is not the latest one, but amongst the samples it seems to assert itself. It is a very dainty cup to handle, and the enamelled decorations applied to it supply a high-class tea service. The "Eton" is made in both tall and low shapes. One of the decorations applied to it is a sort of lattice pattern with scroll work below—a pleasing design full of detail. Messrs. Aynsley's coffee sets are very choice. They give special attention to this line, of which a large variety is shown. After-dinner coffee cups, afternoon tea sets, individual sets (one cup on china waiter), and tête-à-tête sets with two, four, and more cups, are amongst the fancy lines shown. One very pronounced feature of the samples now on show in London is the large and exceedingly interesting collection of fancy and useful articles. Pretty little china pieces for the dressing-table, sideboard, overmantle, &c., odd boxes, pin-trays, and stands for brooches, rings, &c., are pretty conceptions. A good variety of trinket sets (with some new shapes in trays) is shown. Messrs. Aynsley appear to omit the tall scent bottles (so-

liable to be upset) from their trinkets, and supply instead of them prettily shaped puff-boxes. Sets are shown with beautifully hand-painted scenes on delicate grounds and decorated in gold.

Sanderson & Young, 21, Red Lion-square, and 11 and 13, Princeton-street, London, W.C., are direct importers of and agents for manufacturers of fancy china, glass, earthenware, and pottery. They keep a large stock of all descriptions of useful and fancy pottery and glass ware. They are well known for what are called "season's goods," and may always be depended upon for having something new and appropriate to the time. One or other of the partners is nearly always on the Continent or among British manufacturers, so that they see most novelties as soon as they are brought out. Amongst several new lines for the spring trade one of the most attractive is a range of curiously modelled fancy jugs. The accompanying illustration, which shows six of these quaint pieces, will assist a verbal description of them. Three of them are in the form of shells with coral handles or lobster handles. The other three are grotesque forms with coral handles. There are other shapes after the same style. These jugs should make good lines for the seaside and for bazaars. A line of small pieces is shown in "imitation jasper." There are trays, spills, boxes and lids, small bowls, and a number of other miniatures with arms, crests, and mottoes. They are inexpensive goods, and are properly described as "imitation jasper." Another interesting set of miniatures is in English china heraldic ware. Arms, crests, &c., of national and general interest are applied to small fancy pieces at prices that fit them for the bazaar trade. They show a good range of china, with dark green body and imitation silver mounts. These include teapots, bowls, jugs, and other useful table articles. There is an attractive line of fancy goods with a pleasing satin finish. Some new shapes are decorated in this way. Messrs. Sanderson have such a varied stock that they are able to supply assorted cases containing a number of useful specialities for the season. In glass goods also they cater for dealers who do not require a large quantity of any one article. Specially assorted cases contain glass rose bowls, tubes, and spills; many new shapes are included in the thirty varieties from which a selection can be made. The same with table glass. They make up cases containing small quantities, in proper proportion, of tumblers, wines, &c., to decanters. Sanderson & Young have opened showrooms in Gamage' new buildings, near Holborn-circus, where they will in future conduct the business of the manufacturers for whom they are agents, and where samples of all the goods of such manufacturers will be always on show. They are now representing POUNTNEY & Co., Ltd., of Bristol, for general earthenware; GEORGE PROCTER & Co., Longton, for china for the home and export trade; BILTONS, LTD., Stoke-on-Trent, for jet Rockingham and Samian ware; and HERMANN MÜLLER, for Bohemian glass. They have special travellers carrying the samples of the manufacturers for whom they are acting as agents, so that their agencies are kept quite separate from their own business as importers, merchants, and factors.

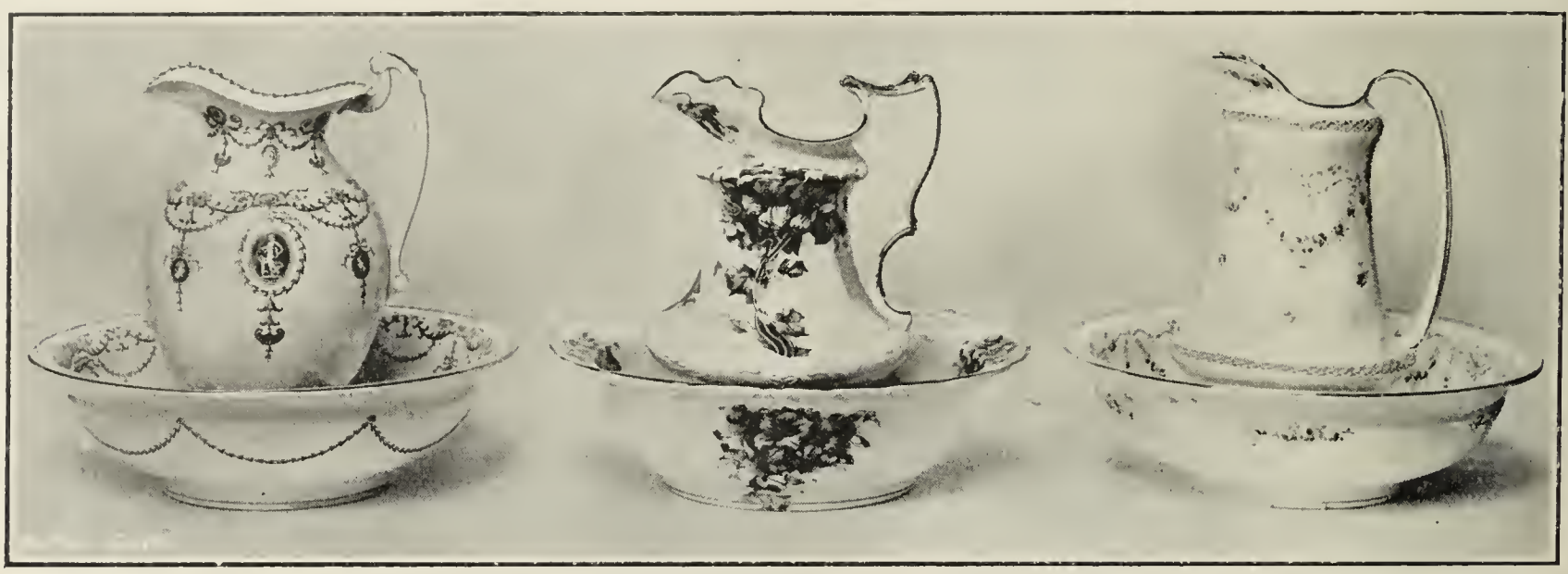


SANDERSON & YOUNG, LONDON.

E. Brain & Co., Foley China Works, Fenton, have samples of all their newest goods and nearly all their older productions at the rooms of Mr. F. Findlay, their London representative, Buchanan-buildings, 24, Holborn, E.C. They have a very full line of samples of tea and breakfast ware. This is a strong department with them, and that they are determined to keep it so is evident by the number of new decorations on art shapes. A feature of the firm's business is the number of special lines that are produced for particular customers. These are strictly confined to the firms ordering them; and, as all the designs are registered, the exclusive sale of certain shapes and patterns is secured. This, however, is no detriment to other dealers, who will find among the firm's samples a large choice of tea and breakfast ware in the firm's registered shapes, ornamented with copyright designs. Both shapes and patterns are thus protected from imitation. They have considerably developed their artistic productions, not only in vases and fancy pieces, but in tea ware also. They make some pleasing fancy shapes and art vases, with many striking decorations. Miniatures in great variety

are on show. These meet the demand for small fancy pieces of a better class for bazaars, the sea-side, and fancy shops. Their Arms ware is a popular line. The decorations are well executed, and the ware is of fine quality.

S. Hancock & Sons, potters, Stoke-on-Trent, have been known for half a century as manufacturers of toilet ware, dinner ware, flower-pots, vases, &c., in high-class semi-



S. Hancock & Sons, Stoke-on-Trent.

porcelain and ivory ware. They have just brought out some special lines in toilet ware for the spring trade, and samples of them are now on show at the rooms of their London representative, Mr. J. J. Adams, of Charterhouse-street, E.C. Amongst them are several original models ornamented with quite new designs. One of the best of these novelties is the "Saxon" shape. The contour of the ewer is beautiful in its simplicity. The body of the ewer is nearly oviform with plain surface. Amongst other decorations is one in the pure Adams style with figures in medallions suspended from wreaths. This is an artistic ornamentation, the effect of which is enhanced by the quiet enamelled colours. It has a round, deep bowl with slightly flanged rim. The inside of the bowl is ornamented in keeping with the ewer, while simple festoons adorn the outside. The "Saxon" ewer and basin are at the left of the group illustrated. The "Sirdar" is shown on the right. This also is a plain surface, free from embossments and a plain handle formed in one curve from the top of the ewer to near the foot. The decoration shown consists of festoons and small flowers and gilt. This shape is also on show in several other decorations, some floral and others in shaded colours. The "Apollo" shape has neat embossments, and is shown in several enamelled patterns. There are several pleasing new patterns in dinner ware. The "Cecil" has a relief decoration on blue border. The "Hampton" dinner service has a neat serrated border, and is ornamented with enamelled and gilt patterns. The samples on show include numerous printed, enamelled, and japan decorations in various shapes. The range of flower-pots is a wide one, and there are several recent additions. The "Dragon" flower-pot is in three sizes, and is decorated in panels. The miscellaneous goods include all things usually for table use, made in earthenware—cheese-stands and covers, biscuit boxes, bread trays, fruit dishes, trinket sets, &c. Messrs. Hancock & Son are makers of all descriptions of C.C. ware, for which they claim special durability.

Mr. Arthur Wood (late Capper & Wood), Bradwell Works, Longport, has a good selection of samples of his jet, Samian, Rockingham, and earthenware at the rooms of his London representative, Mr. James H. Service, 19, Charterhouse-street, E.C. Although Mr. Service has a large number of samples on show, they are only a "selection" after all of Mr. Wood's almost endless variety. To ascertain how many samples he could show would be a difficult sum in arithmetical progression. He has four or five kinds of ware, he makes a large number of useful and fancy articles in each ware, he makes each article in many shapes, and he can ornament each one with many different patterns. This is why only a limited selection of what he does make can be displayed at the London rooms. There is, however, quite choice enough for anyone who wants an assortment. Mr. Wood's special line is teapots. The illustration shows four of his new shapes. The "Melbourne" is ground-laid and jet. The "Sydney" shape is enamelled and gilt. The "Afric" pot is in "Samian," with broad green band and with white figures round the



Mr. Arthur Wood, Longport.

body. The "Lithgow" is Samian body, ground-laid and enamelled. Each of these teapots is made in four sizes. There are some attractive decorations in Samian pots, green-dipped with floral ornamentations. Although I have described it before, I must mention Mr. Wood's patented "Hygienie" teapot, the "Ideal." There is a perforated strainer placed inside the pot in such a manner as to prevent any leaves finding their way into the spout. The strainer is made of earthenware, is easily fixed in position, and as easily removed for cleaning. There is no metal about it to rust. Mr. Wood makes some pretty fancy goods; but, next to teapots, jugs are the most abundant in his samples. He shows a number of nicely decorated sets of jugs.

E. Hughes & Co., opal china works, Fenton, have long enjoyed a good reputation for their china ware. In recent years they have called attention to the fact that they use leadless glaze on all their wares. The firm are manufacturers of china generally, but their principal productions are tea and breakfast ware, which they supply for both the home and foreign markets. Messrs. Hughes are represented in London by Mr. James A. Service, 10, Charterhouse-street, E.C., who has samples of their special lines always on show. When we remember all the shapes in teacups we have seen, it seems almost impossible to imagine a new one. Yet, like other manufacturers, Messrs. Hughes & Co. are constantly asked for "something new," and, strange to say, they seem always able to comply with the request. Considering the purpose for which it is used, the main features of a teacup are necessarily much the same all the world over. It is therefore more to the credit of the designers and modellers in our countless factories that they are still able to impart "something new" in the way of so many fresh shapes and decorations in tea ware. The firm have several new shapes for the present season, but they have one very good one which they are making full use of. This is the "Trent" shape, which they are showing in ten decorations at the London rooms. The accompanying illustration contains six of these new decorations. One of them consists of six different views neatly printed on a cup and saucer. There are three views on the cup and three different views on the saucer. This very pretty pattern is registered. Another registered design is shown on the centre cup in the bottom row. The enamelled and gilt wreath decoration is a pleasing pattern, and will appeal to those who like beauty and simplicity. The other printed patterns illustrated do not need further reference. They are all well-executed designs, and are supplied in many colours. The "Trent" shape is made in plain white, also in white with liquid gold handle, or with burnished gold handle. Of course, there are countless other shapes on show, but as Messrs. Hughes by showing it in so many decorations have given special prominence to the "Trent" shape, I have done the same. Samples are shown of fancy china in great variety, and afternoon tea sets, coffee sets, and tête-à-tête sets. Arms ware is still a leading speciality with them. Messrs. Hughes have just sent up samples of their "New Opalart" series of decorations. These are beautifully coloured designs on new art lines, specially prepared for them by a well-known artist, and executed in leadless glaze. These thoroughly artistic designs are applied to tea and breakfast ware and fancy china generally. About eight varieties are at present shown on the "Trent" and "Ionic" tea shapes. The freedom of treatment shows that the series is capable of unlimited extension. "Opalart" includes several pleasing colour combinations. One has light and dark green and yellow in the design, with green edges and green handles; another is in green, yellow, pink, and brown, with brown edges and handles; while another has two shades of blue, with brown and green. It is quite an artistic ornamentation, and at popular prices. The firm have appointed Mr. Alfred Capper, of Longueville, Sydney, their agent for Australia and New Zealand. They are sending out to him a selection of their newest lines, including the "Opalart" series.



E. Hughes & Co., Fenton.

The Royal Aller Vale & Watcombe Art Potteries, Newton Abbot, Devon, are also proprietors of the Royal Essex Pottery, Castle Hedingham. With the facilities afforded by these various works the company are manufacturers of a great variety of high-class art ware, of useful wares, and of decorated grotesque and mottoed wares. They have very considerably added to the last named. Motto ware is shown on green, blue, and salmon grounds. A new departure has been made in the way of pots and pedestals, vases, and flower-pots, all of which are now supplied in great variety. The company are showing a number of their well-known shapes with a new green glaze, which has a rich appearance. The application of this glaze to the terra-cotta body has been very successful, as the results show. They have added to the subjects in their "Farm Yard" ware. This is not a novelty in itself, but several new examples of it have been produced. They have also extended the application of the "Iris" decoration which was so well received. The examples of it now shown—blue on ivory ground—are very excellent. The

richly coloured glazes which are so effective on art ware and fancy shapes are now shown on useful goods, such as flower-pots and vases, and on tea sets. The grotesques are as amusing and as abundant as ever, and buyers who want a nicely varied consignment of fancy goods will find all they wish in the productions of this company.

Mr. J. J. Adams, 9, Charterhouse-street, Holborn-circus, is offering an interesting series of artistically modelled portrait panels or plaques. They are skilfully executed in subdued colours, and form artistic wall decorations. The subjects at present produced are "Ecce Homo," "The Pope," "General Booth," "Queen Victoria," and "Wm. Ewart Gladstone." It is intended to add others to the series. These interesting portraits would prove acceptable as presents.

The New Hall Pottery Company, Ltd., Hanley, have their London showrooms at 34, Hatton-garden, E.C. Mr. Robert Audrey, the managing director, has just been at the London rooms with an entirely new selection of samples. Their principal lines are toilets and jugs, and in these some attractive novelties are shown. One of the newest is the "Warwick" shape, a well-modelled design with embossments on ewer and basin. The ewer has a fine outline and is full capacity. The basin is round with rim turned in, and is thus a non-splashing basin. The "Warwick" is in the centre of our illustration, and is shown in plain white. The embossments are very effective, coloured or gilt, the pattern lending itself to a variety of decorations. The "Waverley" (on the left of the illustration) is another good shape and useful size, with deep round basin. It has a plain surface and is decorated in a number of printed and gilt patterns. The "Melbourne" (the third figure in the group) is spiral fluted, and is shown in white with gilt sprigs. It is supplied in a great number of other decorations. Amongst other new toilet sets is the "Royal," a tall ewer with plain broad flutes. This looks well in a number of shaded decorations. Some very pretty shaded effects and colour combinations are shown in other shapes. The company show a large assortment of jugs with new shapes amongst them, with pretty printed and litho and gilt decorations. The other productions shown include tea, and breakfast ware, bread trays, butter dishes and covers, steak dishes, cheese stands and covers, teapots and stands, and a large variety of nicely decorated flower pots.

Alexandra Porcelain Works, Turn-Teplitz, Austria, have secured a handsome suite of rooms—155 and 156, Audrey-house Ely-place, London, E.C., where they are represented by Mr. F. Pepper. They are manufacturers of fine-art porcelain, art pottery, terra-cotta, and all kinds of domestic ware, such as tea and breakfast sets, dinner ware, dessert services, trinket sets, and other useful china goods. The chief productions, however, appear to be terra-cotta figures and quaint ornamental pieces. On entering the well-lighted and nicely arranged rooms, the variety of beautiful figures presents a striking effect. The collection is a large one, but I was not so much impressed by the number of figures shown as by their remarkable versatility. Freedom of pose is one of the characteristics of Continental models, and the modellers of the Alexandra Works seem to revel in it. The female form is made to do duty in all sorts of ornamental terra-cotta and porcelain productions. As a rule, English householders prefer that the figures and groups they take to their homes shall be adequately draped, but none but the hypercritical will take exception to the well-modelled figures and groups on show here. There are several quaint constructions that are not easily described verbally—for instance, a terra-cotta cake or fruit tray has a clock at the back. Another tray has a mirror at the back supported by a female on each side with robes streaming down to the tray. Clock cases in terra-cotta are also shown, and a large number of flower-pots in bronze and other metallic decorations. A variety of terra-cotta plaques adorn the walls of the rooms. These are figured subjects in bold relief and coloured. The china figures and other artistic pieces are equally numerous and equally original in design. There is a card tray in the form of an English china comport on foot, with a china figure in colours in the centre. An original holder for cut flowers shows two little children and a frog; the liveliness of the latter and the terror of the former are depicted in the models. There is a good show of china candlesticks and candlelabra in figured and coloured work. China flowers for table decoration are shown in several sizes. I was shown a pretty jardiniere on feet and on a plinth or stand—all in one. It was decorated in colours, and is made in three sizes. A large collection of china vases, blue ground, painted decorations, and gilt, and another group of vases in ivory body and floral decorations show the varied character of the firm's art wares. In small fancy china they have what they call the "Cat Series," a number of useful and ornamental pieces for children's use, with cats in all sorts of positions, copied by permission from the original drawings of Louis Wain.



THE NEW HALL POTTERY CO., LTD.

Tooth & Co., Bretby Art Pottery, Woodville, near Burton-on-Trent, have a fine show of "Bretby ware" at their London rooms, 127 to 131, Audrey House, Ely-place, E.C. Their representative, Mr. E. Gamage, has, within the last week or two, received some interesting additions to his large assortment of samples, and says they are short of room properly to display all the new lines brought out. Mr. Tooth is very fertile in artistic ideas, and very expert in giving effect to them. Their designs are always good, and their coloured combinations are full of beauty. They have just now an unusually large range of new forms with new decorative effects, including some excellent coloured schemes applied to most of their familiar shapes. They are making extensive use of parti-coloured decorations, and are showing a range of various goods with light grounds, and the embossments in darker colours. These include umbrella stands, pots and pedestals, flower pots in various sizes, and a number of miscellaneous pieces. New shapes in flower pots are shown in plain self colours. The "Panel" pot is a nicely-modelled shape. It looks well in self colours, while the panels lend themselves to every kind of decorative treatment in the future. A new umbrella stand is shown, with perforations at the top to serve as handle, and others at the bottom for ventilation. Peculiar, but not the less agreeable, shaded effects are introduced on this; the transition from bronze green to brown and then to yellow, by gradual stages, gives good results. Several additions have been made to the firm's deception wares; imitations of nuts and other fruits on trays, and of animals at play are very realistic.

R. H. & S. L. Plant, china manufacturers, Tuscan Works, Longton, are specialists in tea and breakfast ware, and useful and fancy china generally. Their London representatives, Messrs. Mogridge & Underhay, 10, Bartlett's-buildings, Holborn-circus, E.C., have a large and well-lighted room devoted to the firm's samples. There is always a good assortment on show, in which versatility of shape and ornamentaion is well represented. These samples, however, have increased in number to such an extent that Messrs. Mogridge & Underhay have frequently to resort to re-arrangement, in order to give due prominence to novelties. The latest introduction of Messrs. Plant has taxed the capacity of their London showrooms more than usual. They have recently acquired most of the moulds belonging to Messrs. Moore Bros., late of St. Mary's Works, High-street, Longton, and are now producing the beautiful art porcelain models for which that firm was celebrated. They have already on show in London a large number of samples of the artistic table ornaments which Messrs. Moore Bros. excelled in, and other forms will be added from time to time. One series, they call "Fungus Ware," the pieces taking the various forms assumed by the growth. There are many pleasing examples of this series on show. All pieces are shown in plain white china,; some are shown in tinted decorations and gilt, and further decorations will shortly be added. All the shapes are artistic, and the ornamentations will correspond. Messrs. Plant are aiming at supplying really high-class ornamental china—but at popular prices. We are informed that they have not only obtained the moulds used by the late firm of Moore Bros., but have secured the services of some of that firm's most experienced workmen. Messrs. Plant are greatly extending the production of their Ivory Heraldic Porcelain. In addition, too, "Badge" ware has always been a special line with the firm, but in recent years they have given considerable attention to "Arms" ware—or heraldic ware—and have supplied a large number of well-modelled miniatures, and fancy shapes, embellished with the arms of counties, towns, &c. They have now made another departure, and are applying their enamelled heraldic devices to useful, as well as to ornamental and fancy pieces. They are showing the arms of various towns and counties on tea and breakfast ware. Some very pretty sets have coloured bands, with the "arms" on the sides. Of course, any local arms can be added to any of the firm's shapes. There are several interesting additions to the samples of tea services. A very popular line has been the blue band and gold lines. Green bands are now supplied as an agreeable variation. One of the novelties for the coming season is "Shamrock" ware. A neat border design of shamrocks is applied to tea ware on the firm's fluted shape. This is a quite new, and very effective pattern. The shamrocks are coloured naturally —that is, green—and the decoration can be either with or without gold. These, and all the other printed, enamelled and decorated sets are supplied at prices to suit present trade requirements. The firm show a good assortment of coffee sets, afternoon tea sets, sweet trays, and fancy china generally.

The Royal Art Pottery Company, Waterloo Works, Longton, have just paid one of their periodical visits to London. Their Mr. C. H. Brittain had a large collection of samples on show at the Saracen's Head, Snow-hill. The company are noted for their flower pots, vases, and pedestals and pots. In all these they have new forms and decorations for the coming season. The new shapes are interesting, but the best effects in the new samples are obtained from novel colour combinations. Several of these are of a daring character, and yet, the results are in every sense satisfactory. A range of flower pots has scenes from ancient Roman history depicted in heavy embossments round the body of the pot. These scenes are in light green, while the body of the piece is black. This dark ground, with light reliefs is a happy combination. The same ornamentation is applied to vases, pedestals, and similar pieces. They call this "Hawinian" ware. Other colour combinations are shown on pots and other pieces, without embossments. For instance, some of the pieces have the lower portion blue and the upper half crimson—these are not shaded; they are solid self-colours, and depend upon contrast for their effects. Another new colour scheme consists of a free representation of a "Gibson Girl," with flowing robes. The figure is in light green, while the ground is dark. The same treatment of light and dark colour contrast is shown in other decorations. An up-to-date range of flower pots has farmyard and rural scenes in colours round the pots. Animals, figures, and farm buildings are variously introduced. The company are applying a pretty series of "Sunset" views to vases, pedestals and pots. The name indicates the character of the scenes, which are rich in "sunset" effects. Bright, warm crimson, gradually toned for "distance" effects is the predominant colour. The company have brought out several novelties in "Clock" sets. They are elegant in form and attractive in ornamentation. These sets are very suitable as presents, and dealers stocking them should occasionally label them as such.

Earthenware and Pottery of common descriptions, weighing 61,026,900 kilos., and valued at £641,120, was imported into France during 1905. The figures show a marked increase over those for either of the two preceding years.

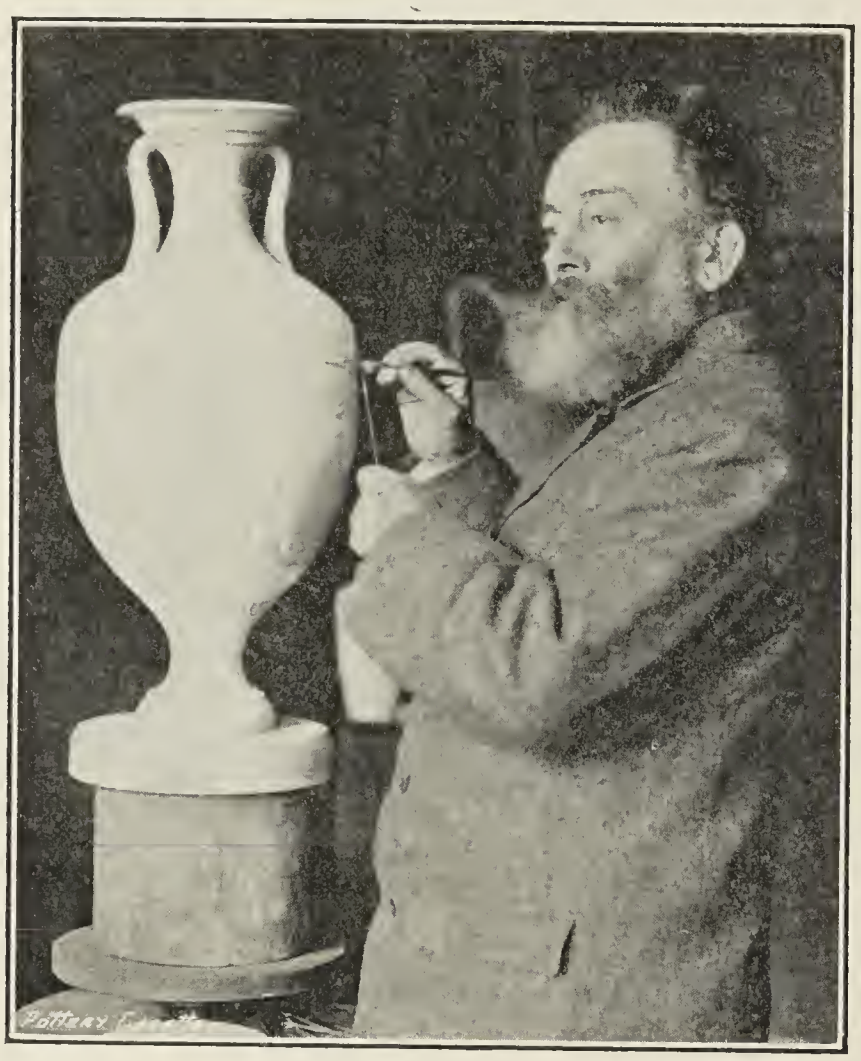
The New Roumanian Tariff, as modified by the treaty with Germany, fixes the duty on "Faience, majolica, white or coloured, of one tint only, even with designs in relief," at 15 lei per 100 kilos (6s. 1d. per cwt.); and on the same, decorated with designs in several colours, even combined with other common materials, at 20 lei per 100 kilos (8s. 1½d. per cwt.). Formerly these classes were combined, and charged at the rate of 15 lei per 100 kilos.

SOME FAMILIAR FACES IN THE POTTERY TRADE.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

MONS. M. L. SOLON.

THE lot of the interviewer is sometimes cast in strange places, and his task is not an unvaryingly pleasant one. But when I was commissioned by the Editor of the POTTERY GAZETTE to pay a visit to M. Solon, I was delighted to have the opportunity of spending a short time in the company of one whose name is known throughout the ceramic world as a master, and whose wonderful productions have the distinction of being recognised during the lifetime of their author as among the greatest ceramic triumphs achieved since the days of Josiah Wedgwood himself. True, I had met M. Solon before. but to meet him once is to desire to meet him again, and I had much admired his



MONS. M. L. SOLON
WORKING ON A PÂTE-SUR-PÂTE VASE.

patience when I had sometimes been amongst the visitors admitted to obtain a glimpse of him, whilst engaged upon his delicate pâte-sur-pâte work in his studio at Minton's factory at Stoke. Scarcely conscious of the presence of the intruders, and apparently wholly absorbed in his artistic work, he would continue to ply brush and tool on vase or plaque.

He who would see the artist to-day must direct his steps, not to the Minton factory—M. Solon left there two years ago—but to a charming residence at the Villas, Stoke. Hither I went, and, being admitted, passed across the entrance hall, noting the tasteful arrangement of choice examples of rare pottery on every hand. I was ushered into M. Solon's studio, and the genial artist rose from his place to greet me. He had been seated beside a great window with an outlook upon a trim lawn and garden. A little vessel of "slip" was on the table before him, a brush was in his hand and a plaque upon which he was building up, pâte-sur-pâte, the graceful outlines of three female figures, told that M. Solon is still a busy man even in his retirement. To attempt to describe the contents of his studio would be to court disaster. The eyes feasted upon a glorious collection of priceless old pieces of ware, which stood on shelves, and on tables, and peeped out of fine old cabinets. These and his books are the artist's chief companions, and the collection of them has been his hobby for many years. I was told, however, that he has now given up collecting pottery. He commenced at the beginning of the second year after his coming to England, over 32 years ago. In course of time he has become the owner of one of the most interesting collections of old English pottery in the country. As to the cause of his having given up the hobby, M. Solon explained that he had, as it were, "cut his own throat." The publication of his famous book "The Art of the Old English Potter," in 1883, stimulated collecting so much, and sent up the price of old English pottery to so great an extent, that he was obliged to give up buying. "It became," he said, "a bit too rare and expensive for me, and now I devote my attention to collecting ceramic books instead. My ceramic library is the most complete in existence. I started to form it about 20 years ago, and it now numbers 3,500 volumes. At the commencement I had chances of getting works that would never come in my way now. So I gradually managed to form a very extensive library. I have everything in the way of old catalogues, connected with pottery, as well as ordinary books. and that is why the library is so complete."

"Have you any very special treasures?" I inquired.

M. Solon smiled as he answered. "Well, you know, I have got the first edition of Pallissy, published in 1563." Going over to a book shelf he took down a small book, richly bound in red. "I managed to pick it up in the most wonderful way, because, with the exception of three copies in public libraries, the thing does not exist. I was talking to a bookseller in Paris, and I said 'Of course there *are* things which it is not possible to obtain, and one of them is the first edition of Pallissy.' I asked the bookseller who in Paris would be most likely to have such a work, supposing another copy of it to exist. He referred me to the firm of M—— and, 'by the way,' he said, 'I have received their catalogue this morning; you can look at it if you wish.' I opened the catalogue, and there I saw before my face, the very thing—'Pallissy, first edition.' I hurried round to M——'s immediately, and asked if he had yet disposed of the First Edition Pallissy quoted in the catalogue. He opened his own catalogue and replied 'Yes, it is sold.' My hopes dropped to zero, but I looked where he was pointing, and I saw that it was a Pallissy *second* edition he was referring to. I said 'That is not it—I mean the *first* edition. See if you have got it.' He had got it, and here it is,'" concluded the happy possessor, replacing it on the bookshelf. M. Solon has also a valuable impression of Pallissy's second volume, published in 1580, which is still to be obtained—at a price.

He next took down a little book, the title page of which was exceedingly interesting. It ran "A catalogue of cameos, intaglios, medals, and bas reliefs, with a general account of vases and other ornaments after the antique made by Wedgwood & Bentley, and sold at their rooms in Great Newport-street, London, 1773." This book also is greatly prized by its owner, who says that he does not know of another ever having been offered for sale. It came to him, originally, bound up with a number of other catalogues which were worthless. He sent the whole of them to a firm of binders in London, telling them to bind up the Wedgwood catalogue separately, and throw the rest

away. In due course of time, a luxuriously bound book arrived from the binders, and when M. Solon opened it, to his dismay, he discovered that the worthless catalogues had been bound up in faultless style, while the Wedgwood. the only one of any value, and that, to him, almost priceless, had been apparently destroyed. He hastened with all speed to the nearest telegraph office, and made inquiries. A reply came from the binders saying they were very sorry that the mistake had been made, but they still had the Wedgwood catalogue and would bind it up and send it along !



CUPID'S TOLL (3 FT. HIGH).
A TYPICAL EXAMPLE OF M. SOLON'S WORK.

Another valuable book which M. Solon showed me was the first French edition of Wedgwood's catalogue, published in 1774, a year after the first English edition. He also took down the last catalogue of Wedgwood & Bentley, dated 1788, and published in French. "My catalogues," he observed, are in French, German, Spanish. and all languages."

"How do you manage to read them all ?"

"Well, I cannot speak all of them. but I can read German, Italian, Spanish. French, and English."

A French work which M. Solon said he valued very much was the "Statutes of the Paris Master Potters," published in 1772, and the next one he took down from the shelves was a ceramic work, bearing an inscription on the title page which showed that it had been in the library of Pierre Lescot, the architect, who built the Louvre, while the binding bore the monogram of Diane de Poitiers, mistress of Henri Deux, to whom it had evidently originally belonged.

Very curious, and typical of many others in M. Solon's collection, was a catalogue of Messrs. "James and Charles Whitehead, manufacturers, of Hanley, Staffordshire," printed in 1798. It was in several languages, showing that, even then, the Staffordshire Potteries had a substantial trade with the Continent. The engravings in the catalogue were magnificent, and the title page bore the words "Designs of sundry articles of earthenware. At the same manufactory may be had a great variety of other articles, both useful and ornamental, as well as printed, painted, and enamel, as likewise dry bodies, such as Egyptian black, jasper, &c." A valuable work I also saw was the "Receipts of Thos. Lakin." M. Solon's copy had, when still unbound, changed hands for £50. "Of course," said he, "I cannot buy a book like that in England. I got it in Germany. It is in Germany or France that I get my best English books."

"How is that ?"

"Because the German booksellers have agents everywhere, and, when something is rare, the German bookseller buys it. All my binding now is done in Paris. I tried England, but it would not do. It is expensive, but not good unless you go to such figures as it is impossible for me to afford."

Perhaps it is only justice to the British bookbinder, however, to add that the loveliest of all M. Solon's lovely bindings was the work of a Midland firm. As may well be supposed, the extensive library of the famous artist requires careful keeping, and M. Solon, with justifiable pride, showed me his triple system of cataloguing, which would appear to be as perfect a system as any which human ingenuity has yet devised.

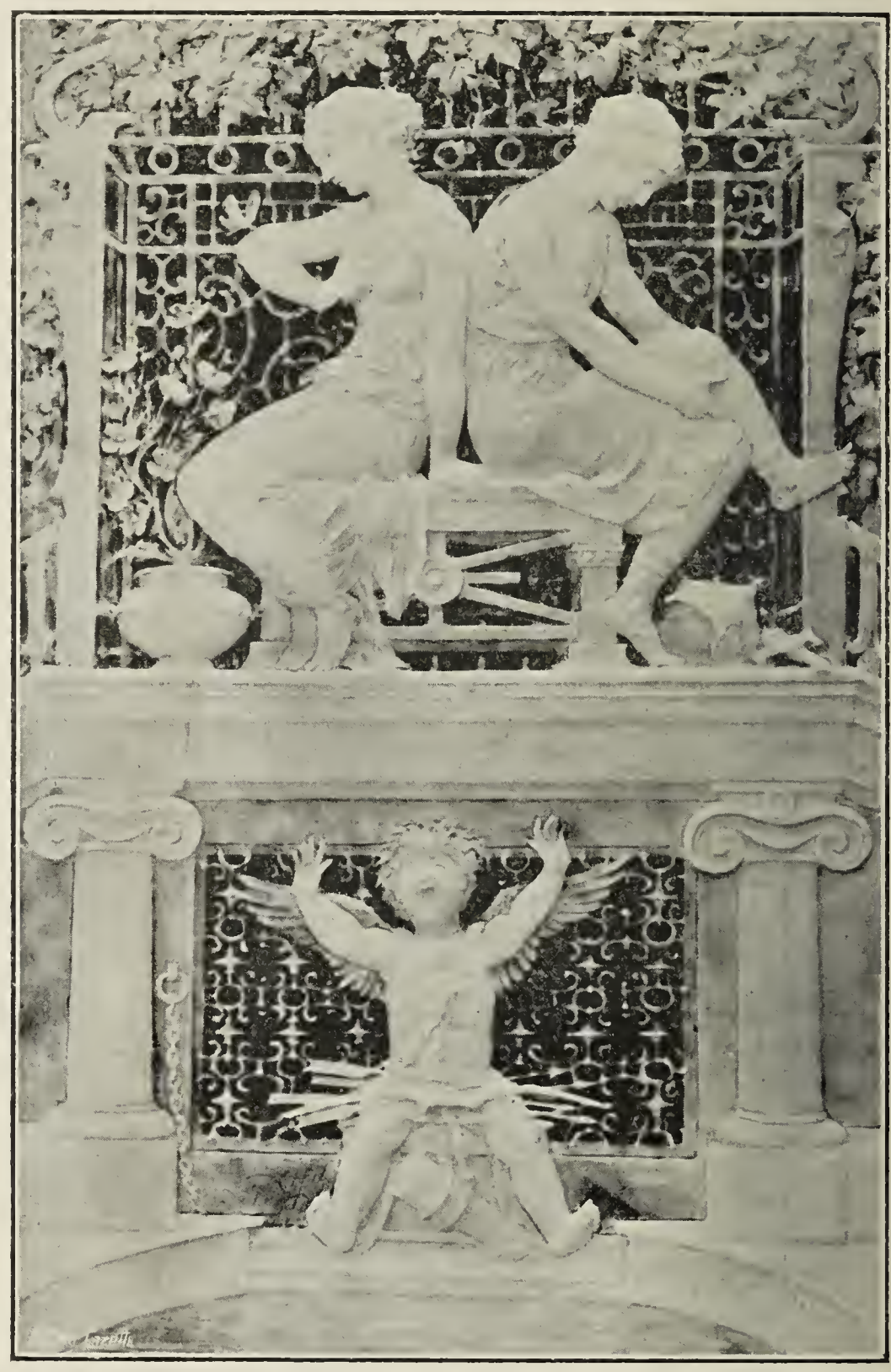
Before proceeding further, I asked M. Solon to furnish me with the names of the books which he has published himself, and he very kindly wrote me down the following list : "Inventions Decoratives," 1864 ; "The Art of the Old English Potter," 1883, 2nd edition, 1884 ; "Salt Glaze," 1890 ; "The Ancient Art Stoneware of Germany," 1892 ; "Pottery Worship," 1897 ; "The Old French Faïence," 1903 ; "History of the English Porcelain," 1903

In addition to these, M. Solon has published numerous small pamphlets from time to time. "Pottery Worship—the Fallen Idols," is the title which he has given to a series of detached papers dealing with subjects usually neglected in the general histories of the ceramic art, and read by him before the members of the North Staffs Literary and Philosophical Society. The papers include "The Noble Buccaros," "Jacoba Kannetjes," "The Perpetual Lamp," "The Enigmatic Murrhins," "The Old Céladon," "Fossil Pottery," and "Terra Sigillata."

Subsequently, over an afternoon cigar, M. Solon told me something of his life, which cannot fail to be of interest to all interested in that department of ceramic art which is peculiarly his own.

It is hardly necessary to say that M. Solon hails from beyond the English Channel. His father wished him to be a lawyer, like himself, but his studies were interrupted by a long illness, and the idea never reached fruition. He had always had a decided leaning, in his own mind, to a more artistic occupation than that offered by the law, and during a course of otherwise aimless and desultery studies he had developed considerable skill in drawing, which he afterwards turned to good account. M. Lecoq de

Boisbaudrant, professor at the Elementary School of Design in Paris, had opened a private studio, which was attended by students selected from amongst the most prominent youths in his public classes. M. Solon early joined the "Atelier Lecoq," and was enabled to study from the life model. Of his tutor he says: "His was a most unconventional and irregular studio, where the rule was that everyone should be free to follow his own impulse and endeavour to strike out for himself a path of his own." M. Solon was brought into association at the studio with many other aspiring young artists, not a few of whom, as, for instance, Alphonse Legros, L'Hermite, Cazin, the Regameys and Fantin, have since made their mark, each in a way very different from the rest. But, while all the others were busily preparing for the contest of the annual "Salon," M. Solon was instinctively impelled towards decorative and applied art. "I was more often found studying Greek vases and terra-cottas than pictures, and," he observed, "the Cluny Museum had, to me, as great an attraction as the Louvre." He produced numerous sketches of works in marble, bronze and precious metals, fondly hoping that they would bring him fame and fortune; but all of them were declared by competent judges to be both impracticable and extravagant. But the young artist was not despondent. He selected about a dozen of his favourite designs and etched them with a view to publication. A few proofs were printed, of which only three sets were sold, and M. Solon is proud of the fact that one copy was purchased by a young Englishman then studying in Paris—Frederic Leighton, afterwards Lord Leighton, President of the Royal Academy. It has always been a source of regret to M. Solon that he never had the opportunity of asking Lord Leighton whether he recollected this occasion when he endeavoured to help a struggling artist, and of tendering to him his grateful thanks. Although it appeared at first as though the etchings would prove a fruitless speculation, as events turned out they exercised an important influence on the artists' future life. A set came under the eye of the Art Director of the Sèvres manufactory, and, not to make too long a story, this circumstance eventuated in M. Solon being engaged on the staff of that National Institution, "an honour," he says, "which, in my most sanguine moments, I should never have dared to expect. One may clearly realise the stimulating influence of the artistic atmosphere with which I found myself surrounded when, still a youthful student with my way to find out, I was permitted to work in concert with the masters engaged here. My ambition was to follow their example and make my mark as a ceramic artist."



A Panel by M. Solon now in the Possession of the Curator of the British Museum.

The young artist had his attention turned almost immediately into that line of ceramic decoration in which he has achieved such notable success. At the time he entered the Sèvres manufactory a new method of decorating the porcelain by the application of white relief on coloured grounds before any firing had taken place was being tested. The process was appropriately christened "Pâte-sur-Pâte," "body on body," a name which M. Solon has consistently applied to it ever since, although at the manufactory at Sèvres it was soon replaced by various other terms, such as "Pâtes Rapportée" and "Pâte d'application." The origin of the pâte-sur-pâte process is known to comparatively few. The uninitiated might think it was derived from the white Flaxman figures of Wedgwood's jasper ware, but this is far from the mark. The inspiration of the process was furnished by an ancient Chinese vase which stood in the Ceramic Museum at Sèvres. M. Riocreux, then curator of the Museum, admired so much the contrasts formed by some white flowers embossed upon the céladon ground of this vase that he persuaded Mr. Fishback, an English modeller at the factory, to undertake the work of attempting similar effects with Sèvres porcelain. In point of fact, the céladon tint of the groundwork of the Chinese vase did not lie under the reliefs at all, as was at first supposed, but was due to a greenish glaze neatly laid between the embossed parts. Under this misconception, however, experiments were made on a body coloured in the mass with a small quantity of oxide of chrome. Wherever the white had been applied thinly, the light green ground appeared through it in charming gradations of shade, and the result achieved was far beyond the most sanguine expectations, for, whereas the Chinese

original was made of a coarse and heavy substance, rudely fashioned by hasty hands, the pâte-sur-pâte vase exhibited transparencies so delicate that there was practically no limit to the degree of refinement obtainable, and to the scope which it offered to an artist of imagination. It must not be assumed, however, that perfection was achieved in a single stride. A great difficulty presented itself in the fact that the parts of white clay, thickly applied to a dry surface, persisted in cracking, blistering, or falling off in the firing. At first, to surmount this difficulty, it was found necessary to keep pieces of ware in process of decoration in a wet state so long as the work was in progress. This method has been long abandoned, as it has been found that if due care is taken in decorating, never to apply a fresh coat of "slip" until the preceding one is perfectly dry, the work will never crack or peel off.

It was to this pâte-sur-pâte process, then, that M. Solon was invited to address his abilities by M. V. Regnault, the famous chemist, who was at that time chief administrator of the Sèvres manufactory. He found his duties to be of a most congenial character; his brilliant imagination, his cunning hand, and practised eye revelled in the production of the light and fanciful transparencies. From two sculptors, H. Régnier and Gélly, who were also practising the process, he learnt much, especially from the latter, of whose artistic gifts he is wont to speak in terms of generous praise. M. Solon had the good fortune to be associated with Sèvres at a most important period of the career of the manufactory. At that time—over forty-five years ago—important changes were in progress. The ancient custom of ornamenting plates and vases with highly finished copies of oil paintings was being succeeded by the plan of asking talented artists for original compositions suitable to the decoration of the particular pieces entrusted to their charge, and, to uphold the progressive movement, young and promising artists were drafted, not, as had been customary before, from the china-painting shops, but from the most renowned of the Parisian studios. They were all men of exceptional talent, and though their inexperience might, at first, have evoked some criticism, after a few trials the superiority of their execution asserted itself unmistakably, and the works produced under these conditions of unorthodox painting stand on a pinnacle by themselves. M. Solon found himself associated with such men of genius as Hamon, Froment, Th. Fragonard, and Gobert, names beside which his own must now be worthily placed. Every facility was afforded to the artists; they had a perfectly free hand as to time and cost, and they were free from any restrictive regulations which might have hampered or cramped their talent.

After his day's work at the factory M. Solon spent almost all his leisure time in modelling and sketching. He had formed about this time what proved to be a lifelong friendship with M. E. Rousseau, a china dealer of quite exceptional taste, who was always ready to bear the expense of experiments which were to result in the production of artistic novelties. His last achievement was to direct the production of some wonderful glass vessels, which have since been imitated but never equalled. "One day," said M. Solon, "as we were chatting together about his various schemes, he asked me whether I would undertake to make him a few small pieces, vases and plaques, in the pâte-sur-pâte process. I protested my ignorance of the composition of the pastes and colours I used at the factory, but he offered to defray the cost of the experiments if I would start the necessary trials. I consequently set to work, and it was not long before I had found means of my own of producing white reliefs on coloured grounds. Instead of adopting the full bodies of céladon and other light tints, which were usually preferred at Sèvres, I indulged in very dark and deep grounds laid on in 'engobes.' The treatment of the reliefs was bold and sketchy, and they gained, by a look of freedom, what they lacked in finish and delicacy. The pieces were fired at the porcelain manufactory of Clauss, in Paris, and were signed 'Milés,' a name which contained my usual monogram 'M. L. S.'" It may be added that numerous examples of the work of "Milés" found their way to this country, and some are now in the Victoria and Albert Museum.

During the twelve years that he remained attached to the Sèvres manufactory, M. Solon produced a long series of vases, which were shown at various international exhibitions. At the exhibition of the "Union Centrale des Arts appliqués à l'Industrie," in 1865, he exhibited for the first time a large series of pâte-sur-pâte plaques, and M. Regnault recognised his distinctive treatment of these pieces by requesting him to decorate a large vase in his own way, to go with the contribution of the Imperial factory to the International Exhibition of 1867.

The outbreak of war between France and Prussia put a sudden peremptory end to all M. Solon's plans for the future. The inhabitants of Sèvres had to leave the village on the eve of its occupation by the invading army. The artist was then in a very precarious state of health, and, being physically incapable of taking part in the defence of his country, he was glad to accede to the request of his friend Galland, the painter, that he should accompany him to England.

The name of Minton stood high, even then, among the most renowned of European ceramic establishments, and M. Solon was confident that at Stoke he would find employment. Nor was he mistaken, for the day after his arrival in the Potteries he was at work upon his preliminary trials, having, as he says, "been most graciously welcomed by Mr. Colin Minton Campbell, at that time the head of the firm. Friendless, full of anxieties of all sorts, the congenial and regular occupation I found in the factory alone saved me from utter discouragement. The change was, indeed, an abrupt and strange one from my former Parisian life. I shall never forget the tumble-down and disused workshop where I was at first located, until the comfortable studio, which I occupied until two years ago, had been made ready to receive me. It overlooked a dreary stretch of waste ground, animated only by a lonely horse, turning slowly and steadily the shaft of a mill for grinding broken saggars. In my loneliness I felt a sort of sympathy for the patient animal, and I could not help comparing the life in store for me henceforth, with that of this humble, but useful helpmate, another working unit in the complex organisation constituting the mighty china works to which I foresaw my life was linked for ever."

Gradually the outlook for M. Solon took on a more rosy appearance, and peace and happiness came to him when, after the lapse of years, he married a gifted and accomplished lady, Mdlle. Arnoux, daughter of M. Arnoux, one of Messrs. Minton's most notable art directors, whose death, a few years ago, was a severe loss to the firm. Happy, both in his home, and in his occupation, M. Solon was able to put forth all the best that was in him, and not only has he taken an important share in sustaining the artistic reputation of a great English firm, but in doing so he has made for himself a reputation which will last as long as the ceramic art exists. As time has passed on his work has constantly gained in charm and grace. It is his proud boast that, among all the subjects he has produced no two are alike. Which period of his life does M. Solon himself regard as having produced the most effective work? I give the answer in his own words:—"If the whole of my productions were doomed to be destroyed, and I was asked to point out a few specimens that, in my estimation, deserved to be spared, it is from the works made at Minton

during my last years there that I would unhesitatingly make my selection.''

To-day, examples of M. Solon's work are to be found in almost every part of the civilised world. The United States —notwithstanding the tariff !—has absorbed much of it, and many pieces have been secured for the Industrial Art Museums of the Continent. But it is in England that his plaques and vases have found their best patrons. Numerous individual examples have realised enormous sums of money.

Although, when M. Solon came to the Potteries, nearly four decades ago, he came as a stranger having none to turn to for companionship or advice, he cannot say the same to-day, for there are few now who can boast a wider circle of friends in North Staffordshire than do M. and Madame Solon. And M. Solon, on his part, as I gathered before taking my leave of him, is quite satisfied that the most strenuous years of his life should have been spent in England, for, said he, '' my efforts have not been unrewarded, and when I cast a backward glance at the years gone by, I may say that I could not have wished for a better life than the one I have spent among my English friends.''

Our illustrations show M. Solon at work in his studio, and a typical example of his finished work, together with a plaque now in the possession of Mr. Chas. H. Read, Curator of the British Museum.

Empire Notes.

Canadian Earthenware manufacturers are reported to have requested the recently held Tariff Commission for protection in sending exports to Great Britain.

Earthenware is acknowledged by a United States' special agent in Canada to be among the articles in which, since the preferential tariff went into effect, Great Britain has had the advantage of the United States as regards increased sales.

Canadian Imports of earthen, china and granite ware during the third quarter of last year were valued at $430,484, being much below the figures for the corresponding period of 1904 or 1903. The share of the United Kingdom was $234,142, and is also decreasing, but that of the United States, $78,716, shows a steady increase. There may, however, be some British made ware imported through the United States, which helps to raise the total from that country.

Pottery Materials in Manitoba.—A recently issued official report on the clays of Manitoba states that some of the richer fusible clays mixed with the Pierre shales are suitable for terra cotta fire-proofing material, for which there is considerable demand. Highly plastic clay making a first grade front brick is suitable for terra cotta. Some of the richer clays will make satisfactory hollow chimney blocks. When the demand for ornamental floor, wall, chimney and roofing tile increases it may prove profitable to manufacture glazed and encaustic tiles from the Pierre shales mixed with suitable clay. Coarse unglazed clay products, such as flower pots, vases, &c., are made at Doidge's Pottery, East Selkirk, from local clay. Salt glazed pottery, such as stoneware jugs, are also made from a mixture of the local clay with Moose Jaw fire clay.

The Australian Duty on Pottery.—Our Melbourne Correspondent writes :—The specially appointed Commission, for the purpose of collecting evidence on matters pertaining to our federal tariff, has been listening to some complaints levelled against the existing duties on pottery, and other ware of the same class. The evidence is particularly interesting to those of your readers who look to the Australian markets for a share of trade. One important witness before the Commission was Mr. F. Meakin, of the Staffordshire Pottery Company, Alberton (South Australia), who said his firm had been carrying on for about six years. Their special lines were crucibles, muffles, and scarifiers, made of fireclay, which were largely used by assayers. Mining companies were their chief customers, but they had only been struggling on for years, barely making enough to live on. They could not afford to pay for any extra labour, and unless their industry received protection he assured the Commission that they were afraid they would have to give in to the competition of imported goods. There was no duty on the lines mentioned. He suggested a duty of 15 per cent. on goods imported from England, and higher duty from foreign nations, particularly Japan, where labour was cheap. He started his pottery under the South Australian tariff, knowing there was no protection on these lines. Another expert witness was Mr. T. H. Holford, of the London Pottery Company, Ltd., Maylands (South Australia). He suggested that the duty on imported china, stone, terra cotta, and earthenware, should be increased to 35 per cent., instead of 20 per cent. as at present. They were unable to compete against the imported articles owing to the cost of labour being 75 per cent. greater here than in England, and over 100 per cent. greater than in foreign countries. If they did not get increased duties he asserted that they would have to close. They were quite satisfied with the prices obtainable, if they could only get a sale for their goods. The Commission will present its report on the evidence secured to Parliament early in the new year, when political action will be taken.

LEADLESS GLAZE.

IN our last issue we reprinted a letter on this subject addressed to a Manchester paper by the secretary of the Christian Social Union. It was to be regretted that '' Christian Socialists '' do not confine their attention to Christian Socialism—whatever that may be. The mischief of it is that these no doubt very earnest—but greatly mistaken—reformers will not take the trouble to master facts. They think, and write, on assumptions, and often on fallacies. Mr. Barber (the secretary referred to) writes as though pottery manufacturers could stamp out plumbism if they would, but refue to do so. Manufacturers have gone far beyond Government requirements, in the direction of securing the health of their workpeople. The use of lead is greatly minimised, and would be discontinued altogether if its discontinuance was commercially possible. Mr. Barber may be interested to know that lead is now used in glazes which can be manipulated with safety by those who work in them. Manufacturers are as anxious as amateur philanthropists to protect the lives and the health of their workpeople, and Christian Socialists are not entitled to assume the contrary. It is known that ware is sometimes labelled '' leadless '' when it is not so. Shopkeepers who undertake to sell none but leadless glazes are not likely to be very numerous. Mr. Barber says he is going to publish a list of them. If he will send us a score of names and addresses of established glass and china dealers who have given him such an undertaking, we will publish it for him.

New German Tariff.—The President of the Board of Trade, in answer to a question in the House on February 21, said that the new German tariff had engaged the earnest attention of the Board of Trade. Representations as to the effect likely to be produced on British trade by the increased duties had already been made to the German Government, on the advice of the Commercial Intelligence Committee.

A SHORT VISIT TO THE POTTERIES.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)



Photo by J. W. Blake, Longton]

THOUGH, when I was instructed to pay a brief visit to the Potteries at the end of January, it was not known that the Parliamentary election would be taking place there then, it was not deemed necessary to alter arrangements already made, so I went down on January 22. The polling in the different divisions was on different days, so I was able to avoid the final excitement in each. The residents in the pottery towns, like those in other industrial centres, have taken the recent election very seriously indeed; and, from a business point of view, it is matter for satisfaction that it is all over. With politics and their effects on trade it is not my province to deal in the present article. Our local representative does this very ably, and as fully as the requirements of a trade journal demand. I was, therefore, able to concentrate my attention on our manufacturing firms, their works, and their productions. I was pleased to find most of the manufacturers upon whom I called hopeful as to the future. Some firms were fairly busy, and others were satisfied with the prospects for the coming year. There was a decided feeling of relief on both sides that the end of the contest was in sight, and both parties in it seemed also agreed that there were indications that when the elections were over trade would improve. This opinion was not based on the result of the elections, but on a belief that trade prospects were brighter. I hope events will justify that belief.

Josiah Wedgwood & Sons, Ltd., Etruria, have, beyond question, the most famous pottery in the world. It may seem something like sacrilege to say so, but truth compels the admission that from a structural and æsthetic point of view it is neither one of the most convenient nor one of the handsomest. After seeing so many modern potteries on both sides of the Atlantic, and bearing in mind the convenient internal arrangements and handsome external appearance of some absolutely new works, it must seem strange to visitors from abroad that the "Mecca" of British pottery devotees should remain practically the same as it was in 1760. Of course, to rebuild such a factory as it has grown to be would present enormous difficulties. But I am inclined to think the partners would not rebuild their works if they could; and, personally, I should regret to see a factory hallowed by so many interesting memories replaced by a gorgeous building with a glazed brick front. I have before given full particulars of the works themselves, so I need not say more about them at present. On my recent visit I saw Mr. Cecil Wedgwood, and had a short interview with him in the fine show-room. He pointed out some of the novelties, both in useful ware and in fancy productions, and explained that they were giving special attention to useful domestic ware. They have always made toilet ware, tea and breakfast ware, dessert ware, dinner ware, and jugs. But, like their artistic wares, they have been exclusively high-class. They are now making all these lines on good forms and artistically embellished, but at moderate prices. They make the same high-class body, but in the lines I have named they are supplying less costly though still very good decorations. Mr. Wedgwood requested Mr. Goodwin, one of the firm's designers, to show me some of the newest forms, and he returned to his office. The most noticeable feature in all the new samples, next to their graceful outline, is their simplicity. They are plain forms with neat ornamentations. They are not in the least in the style of the new shapes that abound in the market. The truth seems to be that, while the public eagerly buy the new shapes brought out by other makers, they would not buy even the same shapes from Wedgwood. However good the novelties are, they are "not Wedgwood." The public recognise the "Wedgwood feature" in pottery, and they do not want ware from the company in which this distinctive feature does not predominate. Instead, therefore, of the fanciful in shape and the ornate in decoration which the public are supplied with just now from other sources (and which is deserving of the praise bestowed upon it), Wedgwood's domestic ware for this season is remarkable for simplicity and neatness. There can be no question that it is thoroughly Wedgwood, since the shapes are correct reproductions of some of the very earliest of the firm's models. In toilets and dinner ware the latest "novelties" are from some of the "earliest"



JOSIAH WEDGWOOD & SONS, LTD.

designs of Flaxman and others. The illustrations of three toilet sets will confirm my description. The old squat-shape ewer, with the Louis Seize decoration on plain surface, is in perfect harmony with the style of furniture now in vogue. The graceful "Helmet" shape, with similar decoration, answers the same purpose, while the third illustration, the "Gourd" shape, with hazel-nut ornamentation, is an appropriate decoration on a pleasing and modern design to meet the prevailing taste. It need scarcely be said that Wedgwoods could be as prolific in absolutely new designs as other manufacturers, but Mr. Barnard, the London representative of the company, tells me that, unless his samples have the pronounced Wedgwood features, his customers will not order from them. He told me that he had submitted some really beautiful shapes and patterns on the lines of modern art, but buyers have said, "Yes, they are very nice, but we get that style from other houses; we want something that is distinctly Wedgwood from you." This is the secret of these numerous "reproductions," and this is why Wedgwoods and some others of our old potters are maintaining their "individuality" in their staple lines. Apart from these staple lines, Wedgwoods have a large number of novelties. There is an interesting series of figures which I called "military miniatures," but which the firm call "Tommy Atkins." They are soldiers in all British regiments—English, Irish, and Scotch, and Blue-jackets. The figures and the costumes are beautifully painted. The Company make a variety of arms ware—exquisite designs on fine china. They are not limited to local crests and badges, many of them being suitable for sale anywhere. I have no space to say much about the purely artistic side of the company's business—though that is the most interesting. But Mr. Austin and Mr. Goodwin, the modellers and designers who accompanied me round the works, particularly drew my attention to the productions in hard stone body—vitreous, with stone ornamentations, without glaze. This is in many useful and fancy shapes, finished in bronze and gold, and is a very pleasing, artistic, yet inexpensive line. The company are developing their productions in "Jasper"—particularly in the form of plaques. I saw many beautiful finished specimens, but the largest they have ever made happened to be firing at the time of my visit. I have, however, since seen a very fine one, 30 in. by 13 in., at the London Rooms. The subject is "Diana and Endymion," and is portrayed in white jasper figures on solid blue jasper body. The difficulties in producing a perfectly flat, straight piece of pottery this size are enormous, but Messrs. Wedgwood have surmounted them all. Messrs. Wedgwood were honoured by a request from the Secretary of the Royal Institution to exhibit some of their productions before the members on the occasion of a conversazione held at the rooms of the Institution in Albemarle-street on Friday evening, February 9. In compliance with this desire, they made a very effective display, which included specimens of their "Jasper" in vases, plaques, and medallions. They showed also samples of dinner sets and other table ware in some of their richest and choicest ornamentations. Mr. Barnard was present to explain the details of such of the subjects as required explanation, and the members expressed themselves pleased with the firm's courtesy in thus contributing to the interest of their meeting.

James Macintyre & Co., Ltd., Washington China Works, Burslem, are extensive manufacturers of a number of specialities in pottery, one of their many departments being devoted exclusively to the production of electric accessories. This is a very interesting branch of pottery, but one with which glass and china dealers are not directly associated. To our readers Messrs. Macintyre & Co. are better known as manufacturers of specially designed high-class ceramics, and even in this capacity many persons are better acquainted with their purely ornamental than with their useful productions. Those who go down to the Potteries will do well to call at the works in the Waterloo-road. I called there recently, and had an instructive interview with their Mr. William Moorcroft, who is responsible for the marvellous development of the artistic features of the company's productions. He is a potter with a strong artistic individuality, and he most unmistakably impresses that individuality on every piece of ware produced by his company. Mr. Moorcroft is director of the Art section of Messrs. Macintyre's works, and, as I have before explained in the POTTERY GAZETTE, not only are the graceful and beautiful forms produced from his own designs, but the added ornamentations are in accordance with his original conceptions. What I mean is that the finished piece we see—whether a vase or a teapot—is just what the artist-potter in the beginning intended it to be. The end has been steadily kept in view from the commencement, and this explains the perfect harmony between form and decoration, which is observable in every piece. Each design is the work of Mr. Moorcroft's own hands. The ornamental detail is carried out in accordance with his instructions by artists who work under his supervision, and he passes each piece before it is fired. On a former visit I described in detail the graceful and beautiful "Florian Ware," which is now known and admired wherever art pottery is appreciated. On this occasion I had an opportunity of inspecting the company's table ware sundries in the now popular "Dura" ware and "Aurelian" ware in the company of their originator, Mr. Moorcroft. There are teapots and stands, cream-jugs, sugar-basins, teacups and saucers, marmalade and biscuit jars, jugs, coffee-pots, and chocolate-jugs in both these wares and in a number of registered designs. Each decoration was designed expressly to suit the shape to which it is applied. In the "Dura" ware the decoration is executed entirely under the glaze, so that the rich and



JAMES MACINTYRE & CO., LTD.

luminous finished effect remains uninfluenced by atmospheric conditions. In the "Aurelian" ware the decoration is also executed under the glaze, and is richly embellished in burnished gold. In common with all true artists, Mr. Moorcroft thinks artistic beauty should be combined with utility. The presence of beautiful ware on a breakfast table cannot fail to have a refining influence on those who use it. There is no reason why artistic beauty should not be found in even cheap goods. People who cannot say off-hand what art is recognise it when they see it. It has about it that indescribable something that makes for harmony and elicits admiration. In the purely ornamental branch of the works Mr. Moorcroft showed me several new creations of his restless genius. The chief characteristic of his decorative schemes is simplicity. This simplicity in outline and in added ornament is exactly antithetic to what is called the "New Art." In the most recent of his productions the artist has not depended upon his pencil or his graver for his added ornament.

Mintons, Ltd., Stoke-on-Trent, are potters by appointment to His Majesty. Everyone in the trade, and out of it, is familiar with the name of Minton in connection with artistic china. But it is not everyone of those in the trade taste. It is well to remember, however, the houses who were pioneers in the manufacture of high-class pottery, and Mintons was one of them. I was in their beautiful showrooms at Stoke-on-Trent a few weeks ago, and was shown the latest results of their efforts to combine art with utility. These efforts are not occasional, they are constant. A sense of beauty pervades the cheapest varieties of china and earthenware made by Mintons. During my short visit, however, I did not pay much attention to their purely art ware. The manager of the distributing section pointed out the recent developments in the production of useful goods, on art lines, at moderate prices. He was enthusiastic over their latest toilet sets. The display is a large and interesting one. The shapes are all artistic, and so are the ornamentations. Even in the lower-priced sets the same taste in design and decoration is displayed. Among the new shapes and decorations shown me were the two illustrated in the accompanying group. The "Sheraton" shape is shown in Adams' style of decoration —neat festoons of roses, pink and yellow. The decoration is outside the deep-rimmed basin. In shape and ornament this set is specially got up to harmonise with the furniture now fashionable. The other toilet set



Mintons, Ltd., Stoke-on-Trent.

even who is aware that the company are manufacturers of every description of china, earthenware, majolica, parian, cream-coloured ware, and decorative tiles. It is always interesting to those of us who are intimately associated with the trade, though not manufacturers, to visit periodically the most famous works. When we speak of the high-class British pottery there are about half a dozen names that are mentioned involuntarily, and Mintons is one of them. These firms have given us artistic beauty in combination with utility in pottery, and they have refined our taste in this direction. We are greatly indebted to the firms I have alluded to, and to-day we have a large number of manufacturers producing high-class pottery, and thus contributing to the beauty of our homes. If Mintons and a few other firms do not loom so largely in public estimation as they once did, it is not because of any decadence on their part, but because the artistic influence exercised by their early productions has improved our taste, and there are now, perhaps a score of firms making high-class pottery. At one time, if an article was conveniently useful it was considered sufficient. Now we want it beautiful as well, and, happily, there are many firms whose productions minister to our improved illustrated is the "Cavendish." It is a tall ewer, artistic in outline, and quite free from embossments. The plain surface is decorated with a classical ornamentation in green and raised gold. The old-time border is round the top of the ewer and round the outside of the basin. The "Cavendish" shape is seen in numerous decorations. Since my return I have visited the company's London showrooms, No. 5, Farringdon-avenue, E.C. Buyers who are not able to get down to the works will find a full line of the company's productions at the London rooms. It was from these rooms I obtained the new pattern shown in the illustration. There are just now eight quite new patterns shown in various shapes. Mintons have a high reputation for their dinner ware, in which many new forms are on show with border decorations. One very rich ornamentation consists of Persian roses and green sprigs. Art pots are variously embellished. The one illustrated is a good form, made in several sizes. The decoration includes a cameo (by Sutton) on turquoise ground, with raised gold ornaments and floral band. There are some new fancy lines. One, shown in our illustration, is a pretty china doll's tea set on china tray. The one shown can be had in many decorations.

Robinson & Leadbeater, Ltd., Wolfe-street, Stoke-on-Trent, are manufacturers of Parian Statuary and Royal Ivory porcelain. The present company purchased the business carried on at the same address by Messrs. Robinson & Leadbeater since 1850. They acquired all the registered designs, models, working plant, &c. They have already made extensive alterations in the works, and have introduced improved modern facilities of manufacture, which have enabled them to revise their prices in favour of the purchaser. They are now introducing new features in quality and design in their new bodies and glazes at moderate prices. The company are continuing the production of the Parian Statuary for which the late firm were famous. The pastoral, classical, and sacred subjects treated in Parian are artistic. They make beautiful specialities in groups, altar vases, fonts, &c., for ecclesiastical purposes. There are also statuettes, busts, vases, flower-holders, and many other fancy pieces. The Royal Ivory porcelain is quite a new departure. It has raised fruit, naturally coloured, on a beautiful ivory body. They continue the production of arms ware, which the late firm developed so successfully. The miscellaneous shapes are very pretty, and will suit all fancy dealers. The green and white "Vert" ware, Victoria crest ware, and view china are amongst the special lines.

John Tams & Son, Crown Pottery, Longton, are manufacturers of general earthenware and of many specialities in fancy decorated and gilt ware. I was pleased to see Mr. Tams, sen., looking well and as active as ever. The Crown Pottery was established away back in the eighteenth century, while Mr. Tams himself has been associated with it for nearly half a century. The firm's principal lines are toilet sets, dinner and tea ware, vases, and flower-pots. There are several quite new toilet shapes. The "Venice" and "Shell" shapes are nicely embossed with cornflower decoration. Many well-modelled toilet ewers are on show with decorations in accordance with the prevailing taste. In form and ornamentation toilet and dinner patterns are up to date. There are ivory bodies with floral patterns, coloured naturally, and with stippled gold edge and handles. Toilet sets in shaded colours are shown in great variety. I was shown a large assortment of vases in art shapes and rich decorations. The ornamentations are on vellum and shaded grounds, with embossments traced in gold, and gold handles. The decorations are hand work. Many excellent shapes in flower-pots have decorations to match the vases. In miscellaneous earthenware there are very pretty triple luncheon trays, tomato trays, salad bowls, nests of fruit dishes and dessert ware, tea-pots and stands, coffee-pots, cocoa-jugs, and a good variety of sets of jugs. The firm show superior lines in badged ware for hotels, hospitals, &c. They are the sole patentees and manufacturers of Government stamped measures for licensed victuallers' use. These are known and used all over the Kingdom.

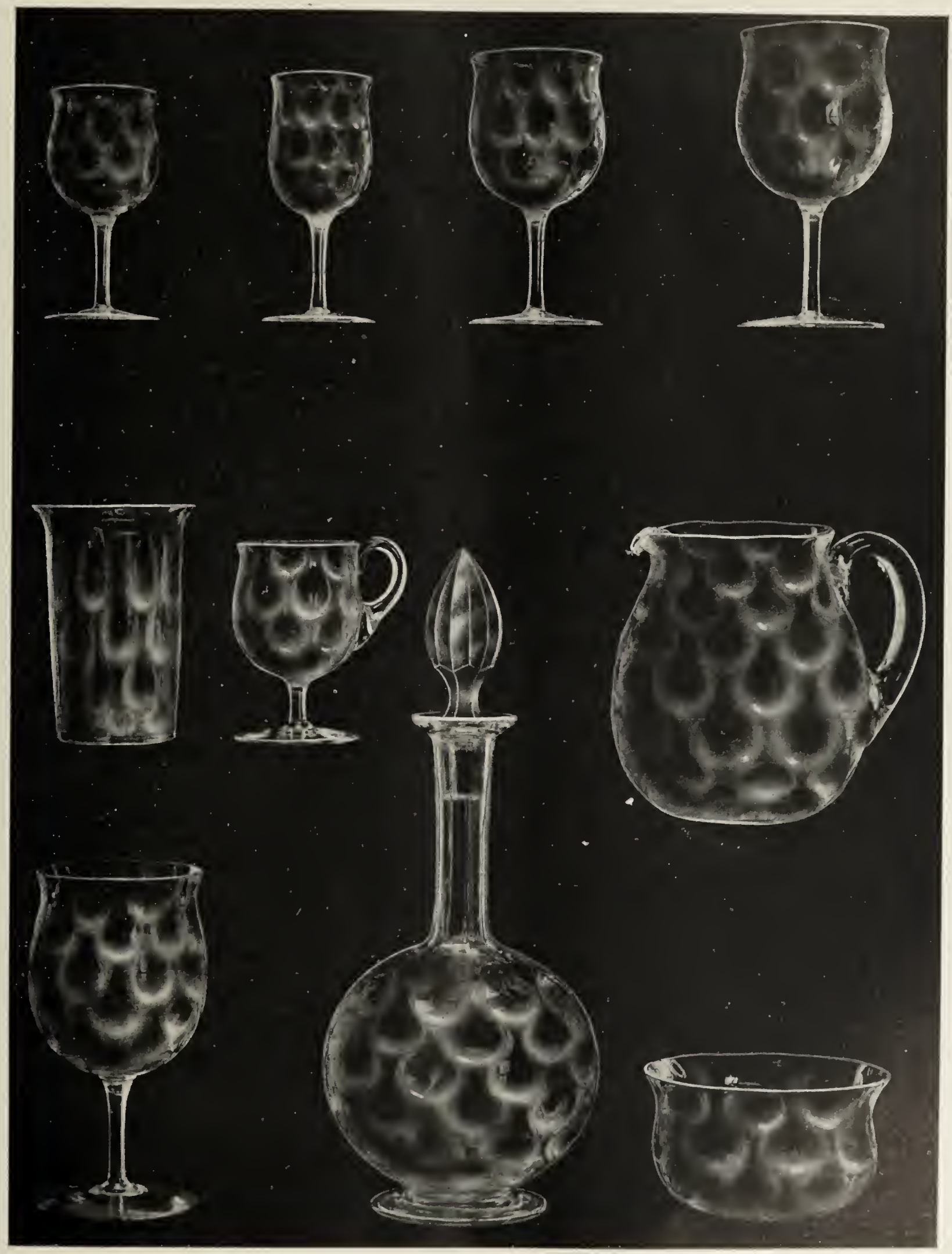
Redfern & Drakeford, Balmoral Works, High-street, Longton, are manufacturers of tea and breakfast ware in their special "Balmoral China." Since they devote their attention almost exclusively to tea and breakfast sets, they are showing, as might be expected, both shapes and patterns well worth a dealer's attention. I saw their Mr. Drakeford, who took me into their show-rooms, and, while displaying the latest samples, he told me they had just appointed Mr. Congreve Jackson, 11, Charterhouse-street, E.C., their London representative. (Since my return, I have called at the London show-rooms, and find there is on view a complete assortment of the firm's newest productions.) Mr. Drakeford drew my attention to the new goods. They are well modelled, and the decorations are in excellent taste. The productions of the firm are in high-class, medium, and cheap qualities. They do not supply the most expensive ornamentations, nor yet do they make low-grade sets. Taking it all round, the tea and breakfast ware, which is shown in such ample variety of form and ornament, is just of that useful character that the average glass and china dealer can stock safely. There are good forms, with high-class enamelled and gilt decorations, and the same shapes are shown in other styles. Amongst the new shapes are the "Doric," the "Edinburgh," and the "Clyde." Some of the older shapes—the "Balmoral," the "Empress," and the "Duchess"—are good lines, and are shown variously treated. The



REDFERN & DRAKEFORD, LONGTON.

THE "FIRGONE" SUITE.

No. 27410.



MANUFACTURED BY

THOS. WEBB & SONS, Ltd., Dennis Glass Works, STOURBRIDGE, (England)

(Price Lists on application.)

ETCHED "FESTOONS" SUITE

No. 27990.



MANUFACTURED BY

THOS. WEBB & SONS, Ltd., Dennis Glass Works, STOURBRIDGE, (England)

(Price Lists on application.)

firm's "Royal Fluted White China" is an excellent stock line, light in body, nicely modelled, and well finished. This will suit dealers in high-class goods.

Mr. Thomas Cone, Alma Works, High-street, Longton. It is a long time since I was at Mr. Cone's works. I found them fairly busy and hopeful of business when the political agitation has passed over. This is the jubilee year of the business, which has acquired a good position as supplying useful earthenware of a general character for all markets—foreign and colonial. Mr. Cone also does a good home trade in pottery for the million, rather than for the few. He supplies a large variety of band and line toilet ware and jugs and the popular pheasant dinner ware. He makes a special line of opaque porcelain tea and breakfast ware in many shapes and decorations. Some pretty fancy shapes are included with all the usual stock lines. Judging from what I saw, it is evident that cheap pheasant dinner ware and jugs are big lines at the Alma Works. Mr. Cone gives his personal supervision to the business, and was actively engaged in the warehouse at the time of my visit.

Mr. J. W. Beswick, Gold-street, Longton. I found both Mr. Beswick and his son as busy as possible—the former in the office and the latter on the works. Mr. Beswick, jun., is a very energetic and practical man, and apparently supervises the manufacturing. The business at these Gold-street works is about as miscellaneous as it well could be. Almost everything in earthenware is made here, and there is a good show-room in which samples are displayed. The principal lines are in jugs, vases, figures, and toilet, dinner, tea, and breakfast ware. The variety in both jugs and toilets is very great, and the ornamentations appeal to all tastes. It is curious to find so large a trade still doing in the peculiar chimney ornaments that were in such demand half a century ago. There are cats and dogs looking right and left, thus facing each other, as mantel ornaments. These are in white and gold, or in the reds and blacks which were so popular long ago. There are other figures, such as generals, gardeners, milkmaids, horses, cow and calf, &c. While the general outline of these kitchen ornaments remains very much the same as before, the pieces are more carefully modelled and better finished than they used to be. Mr. Beswick has a reputation for fancy goods. These include hand-painted vases in modern styles of decoration on shaded grounds in a number of art shapes, finished in accordance with a wide range of prices, so that all classes are catered for. There is a nice assortment of flower-pots and pedestals in earthenware and majolica, printed in colours, or with solid and shaded grounds nicely decorated in all grades. The miscellaneous goods include cheese stands and covers, bread trays, dessert plates, plaques, fruit dishes, butter coolers, hot-water jugs, bowls, spittoons, &c.

Wengers, Ltd., Etruria, Stoke-on-Trent, are well-known manufacturers of colours and chemicals for potters, enamellers, and glass makers. But they are something more than this. When I called at their works a short time ago, I had an interview with Mr. Adolph Wenger, one of the directors, and from what he showed me and what he told me I formed the opinion that the company stand in much the same position towards the pottery and some other trades as the firm calling themselves "Universal Providers" claim to stand towards the householder. In addition to enamel colours, underglaze colours, prepared leadless, soft lead, and coloured glazes, they supply ground stone, felspar, bones, fluorspar, and all materials and implements for potters' use. In answer to my inquiry as to whether there was anything new they could show me that would be interesting to the trade, Mr. Wenger said they were constantly introducing some novelty, either in materials, appliances, or methods. He finds they have to make daily efforts to keep up to date, in order to supply the numerous and ever-changing requirements of the potting trade. To use his own words, he said, "If they did not always keep their eyes open they would soon be in a quandary." Like most chemists, they have not the advantage of any exclusive primary materials, so that to maintain their sales they rely upon the superior quality of their productions. Gold, tin, copper, cobalt, lead, &c., which are their leading materials, are practically at the same prices all the world over, so that when they have done their best, employing the best methods of this country, and availing themselves of their knowledge of the best methods employed abroad, and have fitted up the most improved appliances for production, they say they have still to exert themselves to overcome the difficulties created by high foreign tariffs. Amongst the company's various gold preparations they have placed on the market a special "Stamping Liquid Gold," which gives excellent results by stamping on the ware patterns which previously had to be painted by hand. Messrs. Wenger have appreciated the difficulties which chromo-lithographers have had to contend with, and to meet them they now supply purples and carmines which come out glossy after firing—a result hitherto difficult to obtain. They submit their "Extra Vitreous Enamel Colours" as reliable for printing. These colours are suitable for roller printing. The company pride themselves on their leadless glazes, which they say are in increasing demand. They showed me specimens treated with these, and amongst a large assortment of prepared coloured glazes their "Crimson" has a remarkable brilliancy. Messrs. Wenger have recently introduced for trade purposes a preparation called "Stannolite," containing no toxical properties, and which is only about half the price of oxide of tin. They claim that it answers the same purpose as oxide of tin in obscuring the vitrifications used in enamelling metals, and in rendering opaque the glazes used for bricks, tiles, and sanitary goods. We are informed that "Stannolite" replaces approximately an equal weight of the best make of oxide of tin and produces a similar opacity. The high price of metallic tin renders the substitution of an equivalent such as "Stannolite" very advantageous. Under the personal direction and instructions of the managing director, the company have prepared a new printing tissue paper which they call the "Liberator." It is a speciality for roller-printing underglaze. The paper is sized with a special preparation which facilitates the transfer, allowing the oily prints to leave the paper when placed on the biscuit earthenware directly it is immersed in the washing water. Its name, "Liberator," indicates that it detaches itself from the ware freely. Mr. Wenger drew my attention to a millers' "Gradiometer," which they have just placed on the market. It is an apparatus for testing the degree of fineness to which levigated clays or milled materials have been reduced, either by grinding or otherwise. The material is at once standardised by being passed through a series of superposed lawns of different meshes as generally used in the milling trade.

Keeling & Walker, Sutherland Mills, Stoke-on-Trent, are flint and stone grinders and manufacturers of and dealers in potters' materials. Their premises are conveniently situated for their trade, as they have a spacious wharf on the bank of the canal and a private railway siding on the works. Most of their heavy materials can be economically conveyed by water. Their special lines are ground materials for the use of potters—such as flint, stone, felspar, and prepared earthenware bodies, ready for use. They have always a quantity of the latter in stock, ready for immediate delivery. They also supply earthenware and china glazes, white and coloured opaque enamels for wall tiles, glazing materials for iron enamellers and

glazed brick makers, underglaze, and enamel colours and stains of all kinds. Their special lines include white lead, borax, oxides of cobalt, copper and tin, and all chemicals used in the potting industry. In fact, it is safe to say that the firm supply practically everything potters require in the way of material. They do all their own grinding, and have recently added some new and improved plant for the purpose. Their Mr. F. A. Keeling personally superintends the business. He is evidently an up-to-date, practical man with "ideas" of his own and energy to carry them out. The various departments of their works are under the management of capable men, and they employ an experienced chemist who personally superintends the mixings and the manufacture of their materials. They make it a rule that every consignment of glaze or other material is subjected to a fired trial, and has to pass their chemist's examination before leaving the works.

Gosling & Gatensbury, engineers and ironfounders, Atlas Works, Hanley, are specialists in the manufacture of potters' machinery and appliances, and also of presses and dies for tile works and brick works. They have the advantage of practically new works, equipped with the latest labour-saving machinery. They have made a study of the requirements of manufacturing potters, with the result that all the machinery they make for their use is designed for the purpose of securing a maximum output with a minimum of cost. In the depressed state of some branches of the pottery trade during the past year the only hope of manufacturers has been to get the best return for dead expenses. The best way to obtain this return is to increase the output as much as possible. The Atlas Works are greatly improved since I last visited them. The pattern shop, foundry, machine shop, and fitting shops are conveniently situated in regard to each other, while all through the works the firm are doing for themselves what they hope to enable pottery manufacturers to do—saving time and labour. To enumerate the machinery they make would be almost equal to giving a list of everything used on a pottery for manipulating clays and their compounds. Blungers and sifters are supplied to suit manufacturers' requirements. The firm make a special sifter for six lawns. The lawns are worked on glass slides, and are driven from shafts in the rear. For potteries where space is limited the firm supply a vertical pug mill for consolidating clay. It can be made to bolt to a wall, and can be fixed in a very short time. It is a compact, self-contained mechanism, and is well suited for use in small potteries. In addition to the larger machinery, Messrs. Gosling & Gatensbury supply lining and banding wheels, drilling and tapping machines, printing presses, printers' steam stoves, fire stoves, and colour slabs, various presses for pressing thimbles, spurs, and stilts, and all appliances used in the manufacture of tiles. They claim that they can equip a pottery throughout at short notice. They seemed very busy at the time of my visit, and, on my remarking upon the anomaly that they should be busy when pottery manufacturers using their machines complain of being slack, they explained that in addition to their home trade they send out machines to South and East Africa, Russia, Sweden, and many other countries. A comprehensive and fully illustrated catalogue of their numerous machines for the use of potters will be ready very soon, and will be forwarded to manufacturers of pottery and tiles who may apply for a copy.

H. Aynsley & Co., Commerce Works, Longton, have for some twelve months had in use a novel machine for turning or shaving pottery ware and a sealed patent has recently been issued to them is virtue thereof. The machine is designed to shave and complete moulded wares on a revolving disc, which treatment in the past has been accomplished on the potter's horizontal lathe. It is claimed that in production the new method in use at Messrs. Aynsley's works effects a saving of 30 per cent. of wage cost of wares coming within its scope, compared with the old method of working. It is a simple contrivance, and the rapidity with which the operator (usually a young female) shaves and completes an article commends it to the notice of manufacturers generally, who can apply it advantageously to the production of domestic wares requiring special feet, and for lids of teapots, &c. It is a noteworthy fact that much economy of space is effected by the new method, as the wares are completed in the same room. Messrs. H. Aynsley & Co. will be pleased to allow an inspection of the machine at works, to whom all applications must be made for terms, &c. Application has been made for a United States patent, and any American manufacturers interested in the invention will do well to communicate with Messrs. H. Aynsley & Co. at once.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN JANUARY.

THE following information, based on returns from Employers, or Employers' Associations, trade unions and local correspondents, is published by the Labour Department of the Board of Trade.

Employment in the glass and pottery trades in January was moderate on the whole, and rather worse than a month ago, though better than a year ago.

Glass Trades.—Employment with glass bottle-makers was moderate, and rather worse on the whole than a month ago, but considerably better than last year. It was, however, good at Glasgow, while it was bad at St. Helen's, Mexbro' and Barnsley, and dull at Dublin. Makers of medicine bottles at Rotherham were fairly busy.

Employment with flint-glass makers was fair at Barnsley, Stourbridge, and Birmingham, moderate at Glasgow, and bad at Dudley, Warrington and Edinburgh. With flint-glass cutters employment was quiet on the whole and worse than in the previous month. With sheet glass makers and flatteners at St. Helen's employment continued good. It was bad, and worse than a month ago, with pressed glass makers in the Tyne and Wear district. With plate-glass bevellers and silverers at Birmingham it continued fair. Employment was good and better than a month ago, with glass blowers in London.

Pottery Trades.—In Staffordshire employment generally was slack, and not so good as in December, the Christmas holidays being, in some cases, extended to the middle of January. Employment was fair in the South Yorkshire and River Aire district, but short time was worked, and a decline as compared with a month ago was shown. In the Rotherham district employment was moderate. It was still fair in North and South Devon.

In Scotland employment generally was moderate, and worse than a month ago, but the same as a year ago. At Glasgow it continued bad with tobacco-pipe makers, but was fair, and rather better than a month ago with white hollowware potters.

Living in Glass Houses.—Houses built of glass supported on a steel frame are among the latest American novelties. In the town of Des Moines, Iowa, a savings bank is being built of these materials, and plans for a church and city hall are under consideration. Nearer home and on a smaller scale, it is interesting to note that in the isolation hospital at Chingford, Essex, there are a dozen plate-glass cubicles, containing beds for the reception of infectious cases.

THE SURROUNDINGS OF THE STAFFORDSHIRE POTTERIES.

(SPECIALLY CONTRIBUTED.)



WOOTTON LODGE.

NORTH STAFFORDSHIRE is not a district to which the average man would turn in search of rural beauty or romance. The mention of the place conveys a vastly different idea to the mind than the mention of, say, Devonshire or Derbyshire, or of the Lake District would do. The popular idea is that the district is wholly sacrificed to the Moloch of toil, that the whole countryside is covered with pot ovens and furnaces ceaselessly pouring out clouds of reeking smoke into an atmosphere through which the sunlight rarely penetrates. That a few stunted trees and fields of parched grass are all that it can boast of in the way of rural attraction, and that in fact, from every point of view, except the commercial, it is a district to be avoided as much as possible. Yet had Providence not decreed that North Staffordshire should become the centre of the world's potting industry, it would probably have become renowned for its abounding natural beauties. Even to-day one has only to walk a mile or two away from the string of busy towns to find oneself in the heart of a country dowered with the rarest charms of Nature. Here we have wide-stretching heathery moors close at hand, home of the grouse and all manner of wildfowl ; if we are fond of climbing we may win a toilful way to the top of some of the breeziest heights in the country. If we are fishermen we may tread in the very footsteps of old Izaak Walton himself. If we are geologists or antiquarians there is unlimited scope for our hobbies, and if we seek romance we may find it almost at every turn.

Some time ago, at a time when many writers were combining to malign the Potteries in every possible way, the writer had the pleasure of contributing to these columns one or two articles which endeavoured to show that North Staffordshire was far from being as black as it had been painted. In the limited space at my disposal I was able to touch upon a very few of the places of interest in the neighbourhood, and in the ensuing article readers of the GAZETTE may, if they wish, make the acquaintance of a few more of the show places of potteryland. But before I go any further let me suggest that, as cold print at best can only convey a very poor idea of what is to be seen hereabouts, readers who would learn more of the district so intimately connected with their livelihoods, might profitably spend a holiday there, and see things for themselves. Recent enterprise on the part of the North Staffordshire Railway Company has resulted in opening up many beauty spots formerly accessible only to the pedestrian.

Last year the final touches were given to a little toy railway which winds its sinuous course along the magnificent valley of the Manifold, a mysterious trout stream in the North Staffordshire highlands, which races along gaily for many miles after the accustomed manner of ordinary streams, and then suddenly disappears underground near the hamlet of Welton. The waters pursue their subterranean course for about four miles, and then suddenly bubble up again at Ilam. Our view of Ilam Hall will convey some idea of the romantic beauty of the district. The Hall is the residence of Mrs. Bowring-Hanbury. It stands on a gentle eminence in one of the loveliest vales in all England, skirted on one side by the rivers Manifold and Hamps, sheltered on another by a hill thickly wooded with beech, oak, larch, and ash trees, and commanding views of Thorpe Cloud and the Bunster Rock, in Dovedale. In



ILAM HALL.

the seclusion of an arbour in the grounds of the Hall, Congreve wrote his earliest comedy "The Old Bachelor," which Dryden said was the best play he ever saw. Doctor Johnson here found the colouring for his "happy valley," in "Rasselas," and Izaak Walton and his friend Cotton made this one of their favourite haunts. The Hall contains a collection of rare old china.

From Ilam the traveller, at the spring of the year, may enjoy a most invigorating walk into the country of George Eliot and Tom Moore. It will be, perhaps, at its best in a few weeks' time, when the hollows will all be clouded with bluebells, and violets, primroses, and daffodils will spread



MOORE'S COTTAGE, MAYFIELD.

their rich carpet beneath the feet. The old-world village of Ellastone is the "Hayslope" of Adam Bede. At Mayfield we encounter the cottage of Tom Moore, who retired here to conjure up those visions of Oriental imagery which he afterwards crystallised into "Lalla Rookh." The poet, writing to his mother in 1813, described the cottage

as "just the sort of thing I am likely to like, at a rental of £20 a year and taxes.'' To another friend he wrote : "We slept in our cottage for the first time last night after having served an ejectment on ghosts, who have been the only occupants for some time past. We have the luck of getting into haunted houses, for our Kegworth mansions, though, as matter of fact a barn as ever existed, must needs affect the spiritual, and had actually the reputation of being troubled. There is every convenience here that a ghost could require, and we see nothing like a habitation from our windows except just the upper part of an old church which stands at half a mile distance from the trees. So we really are as rural as possible, and I feel quite happy at my emancipation from Methodists and manufacturers.'' How much English literature owes to Moore's cottage is shown in an entry in the poet's diary in September, 1835, in which he describes how he revisited the cottage in company with Hume. He says : "Hume much interested, as well as surprised, to see the small, solitary, and now wretched-looking cottage where all that fine 'Orientalism' and 'sentimentalism' were engendered. It has for some time fallen into low farmers' hands, and is now in a state of dirt and degradation. Yet there the luxurious Rogers once passed a few days with me. There poor Stevenson composed one or two of his sweetest things, and there (still more extraordinary) I remember giving a dinner to Sir Henry Fitzherbert, then High Sheriff of the county, and some other provincial grandees.'' During his residence here Moore was in constant correspondence with Lord Byron, who poked much fun at Staffordshire folk, signing himself on one occasion, "My dear Moore, 'yourn'—isn't that the Staffordshire termination ?'' It was while pacing the orchard here one summer evening that the sound of the bells of Ashbourne Church furnished Moore with the inspiration for his beautiful poem beginning, "Those evening bells, those evening bells ! How many a tale their music tells !''

Much literary and historic interest attaches also to Wootton Lodge, in the same district. A place of great antiquity, it stands about a mile and a half from Ellastone, at the foot of the Weaver Hills, and in a finely wooded park of about 1,600 acres. It has passed through the storm and stress of battle, but for impressiveness of exterior, boldness of design, and excellence of preservation, it has few equals in the county. In the Civil War it was garrisoned for the King, and in 1643 Cromwell's men, under Sir John Gell, laid siege to it, and eventually succeeded in capturing the Lodge and its defenders, though not before the cannon had done the fabric much damage. It was at Wootton that poor Rousseau stayed with his Theresa in the years 1766-7 while he wrote his famous "Confessions.'' His life during this time is described in a letter which he wrote to the elder Mirabeau : "This indolent and contemplative life that you don't approve, and for which I pretend to make no excuse, becomes every day more delicious to me. To wander alone among the trees and rocks that surround my dwelling ; to muse, or rather to extravagate, at my ease and, as you say, to stand gaping in the air ; when my brain gets too hot to calm it by dissecting some moss or fern ; in short, to surrender myself without restraint to my phantasies, which, Heaven be thanked, are all under my control —all that is, for me, the height of enjoyment, to which I can imagine nothing superior in this world for a man of my age and in my condition." Unhappily, there came a time when Rousseau was unable any longer to control these phantasies. He quarrelled with Hume, who had found him this ideal retreat—"one of the most famous and far-resounding of all quarrels of illustrious men,'' Mr. John Morley has called it. He laboured under the idea that everybody was plotting against him, and, in a state of insanity, he fled back to France, leaving money, papers, and everything else behind him. In 1882 Wootton Lodge passed into the hands of Mrs. Cathcart. For a long time the place was much neglected, but, happily, its glories have latterly been restored.

While referring to these places I must not neglect to mention that the district round about Rocester and Uttoxeter, near by, has furnished in abundance specimens of ancient pottery, and attempts have been made to prove that it was hereabouts that the Staffordshire potting industry was originally introduced by the Romans, who had camps at Rocester and Uttoxeter. Some of the fragments of pottery found are now, I believe, in the Stoke Museum. Besides coarse red pottery, fine Samian bowls and dishes have been found, and also a few tiles. In 1876 there was a great find of Roman fragmentary pottery at Uttoxeter. A few pieces of Upchurch ware were amongst the collection, and also fragments which had belonged to vessels made from the white clays of Shropshire, and consequently called Salopian ware. Some portions of the pottery recovered bore rude ornamentations, particularly the handles of vessels, and some of the pottery, white as chalk and nearly as soft, was covered with a greenish-coloured glaze. Mr. Francis Redfern, the author of "The History and Antiquities of Uttoxeter,'' who secured a number of the fragments, says that there were reasons for thinking that pottery in some primitive fashion was made on the spot. A large quantity of grey clay lay in the soil in one place, and a portion which he found seemed to have belonged to a large piece which had been subjected to flat pressing in a mould, but not carried through the entire process to make it into a complete vessel. It would appear that whilst it was in a moist state it was broken and flung aside. Mr. Redfern also illustrates in his book a copy of a beautiful Samian vase, which he describes as having been found at Loxley, about 1760, by one Thos. Kynnersley, who put it together and resolved to have a few copies made, as he prized it greatly, holding it to be of Roman workmanship. The vase was decorated with a fine floral pattern in black relief on a red ground. He placed it in the hands of Josiah Wedgwood, who is stated to have made the required number of copies. One of these copies, still in existence, was, thirty or forty years ago, submitted by Mr. Redfern to Messrs. Wedgwood for examination, and he quotes their opinion in confirmation of the supposition that the copies were made by Josiah.

The view of the well-known "Beggar's Oak,'' in Bagot's Park, is a curious one, and I am quite at a loss to know why the tree should have received its peculiar appellation, unless it is that its wide-spreading branches afford a favourite shelter from the summer heat to peripatetic mendicants. The trunk is of such prodigious size that a coach and pair could easily be hidden behind the trunk. This old monarch of the forest has seen some stirring times in its younger days. Its master, Sir Walter Bagot was, in the days of the Pretender, a warm, though secret, supporter of Bonnie Prince Charlie, and twice narrowly escaped being found out by the King's messengers, who on one occasion arrived to search for incriminating papers so unexpectedly that there was only just time to burn them before they entered the room where the papers had been concealed. Sir Walter's adherence to the cause of the Pretender led to Bagot's Park and the whole of the countryside being overrun by hordes of marauding Scots, who so terrified the people that they buried their valuables, and large quantities of silver, pewter, and other utensils are said to have been deposited in Bagot's Park. The good folk also drove their stock into the forest by day, and turned them out into the fields to graze at night. An amusing story is preserved which relates how the unwelcome Highlanders one day received a terrible fright. The women of one of the hamlets hereabouts received intimation that the Scots were plundering their cottages, and they returned from their hiding-places to see what was going on. As it was raining they pulled off their

red flannel petticoats, and put them as cloaks over their shoulders. Soon afterwards the plundering Scots were greatly affrighted to see what they took to be soldiers of the King's army skulking under the hedges all round them ; a panic seized them, and they fled in a body, leaving the women masters of the situation. Another story is told of



THE BEGGAR'S OAK, BAGOT'S PARK.

how a worthy farmer, fearing a visit from the soldiery, buried, amongst other things, forty-eight roughly fashioned stoneware bottles of home-brewed ale. When the danger was over he dug up his hidden treasure, and a rustic who was watching the operation stood in amazement as he saw the earth yield up first ten, then twenty, then thirty, and then forty vessels one after the other. Still the farmer continued digging them up, and at last the onlooker, who could stand it no longer, ejaculated, "Mester, dun you think they've bred i' th' hole ?" One need not doubt the honesty of the rural labourer's supposition that the pots had really and truly grown in the earth, for M. Solon, in his interesting paper, "Fossil Pottery," relates many instances which go to prove how the people of the Silesian provinces in the sixteenth century supposed that the earthenware cinerary urns which they constantly dug out of the earth were generated spontaneously and developed underground, just in the same way as turnips and carrots !

No visitor to this part of North Staffordshire could be said to have properly "seen the sights" unless he had paid a visit to Croxden Abbey, than which there is no more interesting ruin in the North Midlands. Our illustration shows how imposing the establishment must have been, but visitors to-day miss the clusters of ivy which formerly covered the west front, these having been removed recently for the purpose of allowing the ruins to be renovated. The Abbey was a Cistercian settlement, and was founded in 1176. It stands between the Churnet and the Blyth, and is not far from Rocester and Alton. There are evidences that it stood in its own grounds and was surrounded by a lofty wall. Picturesquely situated, the ruins are a source of admiration to all beholders. No one could fail to wax enthusiastic over the richly moulded doorway at the west entrance, with the triple lancet windows above, and the lofty buttresses. A large portion of the south transept still remains, against the gable of which is the doorway which probably led to the sacristy as well as to the monks' dormitory, forming their entrance to the church for the night service. King John was a patron of Croxden. The Abbot of the Abbey was his physician, and the heart of the king was buried at Croxden, while his body found a resting-place before the high altar at Worcester. Why the unfortunate monarch should have been thus mutilated after death is a problem, but the historians of Croxden tell a curious story of the manner in which his death came about. The legend is that John, while on his way to Lincoln, called at the Abbey of Swyneshead. While at meat he inquired of a monk the price of a loaf of bread which was before him, and when told it was but a halfpenny, he retorted that before six months were over he would raise its value to twenty pence. The monk, who had the welfare of the people at heart and had no cause to love King John, the latter having extorted vast sums of money from the Cistercians, grew very sad on hearing this, and went to the abbot to confess. Then he went into the garden where he found a great toad. He placed it in a large cup, and pricked it with a pin so that venom came out from each side. Having filled up the cup with the best wine of the Abbey, the monk again appeared in the presence of the king, and invited his majesty to drink, assuring him that never before had he tasted of such a cup. At the request of the king the monk had the first draught. Then the king fol-



RUINS AT CROXDEN.

lowed with a deep potation. Anon the king rose up, "full evil at ease," and found that the giver of the drink was dead, having "broken asunder," while five other monks had been specially retained to sing for his soul. King John, at this dread news, had himself trussed to avoid a similar fate, but all in vain, for he began to swell "for the drynk that he drank," and died shortly after.

(To be continued.)

An Unfortunate Transposition.—A gentleman, who was in the habit of speaking more rapidly than accurately, astonished a tea-party one day by telling them that "he did not find it worth while to buy from local shops, as it was much more convenient to steal at the doors." His explanation that he had meant to say "deal at the stores" was received with some suspicion.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

J. T. Gatehouse & Co., glass merchants, have opened premises at 32, Holloway-road, N.

Mr. G. L. Braun, glass merchant, &e., has opened premises at 137, High-street, Peckham, S.E.

Mr. R. W. Lucraft, china and glass merchant, has relinquished the business at 345, Barking-road, East Ham, E.

Mr. C. Awmack, china and glass merchant, has relinquished the business at 103, High-street, Harlesden, N.W.

Mrs. E. Meaney, china and glass merchant, announces her intention of shortly vacating the premises 110, High-road, Tottenham, N.

Mr. T. Davey, china and glass merchant, has removed from 151, Wood-street, Walthamstow, E., to No. 181, in the same thoroughfare.

Allman & Co., china and glass dealers, have transferred their business from 1, Turnham Green-terrace to 158, High-road, Chiswick, W.

Mr. F. Hodgson, 60, Shoe-lane, E.C., has taken over the agency of Messrs. G. Demartial et Cie, porcelain manufacturers, Limoges, France.

Thos. Wallis & Co., Ltd., Holborn, E.C., have purchased the entire stock of Mr. J. A. Cox, china and glass merchant, 42, Old Compton-street, Soho, W.C.

Mr. Lincoln Taylor, of 14, Furnival-street, Holborn, E.C., has just been appointed the sole agent in Great Britain for the old-established house of Wolfsohn, Dresden, Saxony.

Mr. William A. F. Powell, head of a firm of glass bottle manufacturers, who attended to his business until within a week of his death, died at Clifton on Feb. 9, at the advanced age of ninety-two years.

John Davies' Potteries, Ltd.—Registered capital, £2,500 in £1 shares. Object, to take over the business of a pottery and earthenware manufacturer recently carried on by J. Davies at Beswick, Manchester.

Only one china, glass, and earthenware dealer was gazetted as bankrupt in England and Wales during January, 1906. In the corresponding month of last year no less than four were gazetted. We congratulate the trade on the improvement thus indicated.

Hunslet Electrical Pottery Co., Ltd.—Registered capital, £3,000, in £1 shares. Objects, to carry on the business of manufacturers of and dealers in earthenware pottery in connection with electrical fittings of all kinds. Registered office, Balm-road Mills, Hunslet, Leeds.

Mr. J. G. Wright, glass manufacturer's agent and importer, formerly of 1, Newgate-street, Newcastle-on-Tyne, has removed his show-room and office to larger and more commodious premises, with warehouse accommodation, in Thornton-street, in the same city.

Mr. J. B. Skelly, of 46 and 48, Great Edward-street, Belfast, where he has been established for over a quarter of a century, has taken in the additional premises, 42, Great Edward-street, where he has opened a wholesale and retail glass and china and fancy goods department.

The Late Mr. Levi Hingley, of King William-street, Donnie Park, Amblecote, Staffs., glass manufacturer and china merchant, who died on August 23 last, left estate of the gross value of £6,063 3s. 11d., with £4,445 16s. 6d. net personalty. The testator left the whole of his estate to his four sons and his daughter.

Mr. Isaac Pennell, of Eastwood House, Hanley, died suddenly on Feb. 16. Deceased was manager for Messrs. Bullers, Ltd., and was sitting in the office at the works talking business when he was taken with heart seizure, and, falling forward in his chair, died almost immediately. He was seventy years of age, and had been connected with the firm for forty years.

Pottery in the Sale Room.—Christie, Manson & Woods sold recently a pair of powdered-blue bottles and another powdered-blue bottle with beaker neck for £44 2s.; two cylindrical vases, £37 16s.; a famille-rose dish, £36 15s.; a famille-verte dish, £43 1s.; a pair of famille-verte vases and covers, £46 4s.; a powdered-blue saucer dish, £48 6s. and a pair of famille-verte vases and covers, £73 19s.

Bulls in China Shops.—It is probable that very soon, if a bull gets lost, those in search for him will look in china shops first. We are informed that one of these gentle creatures entered the china warehouse of Messrs. Litherland & Co., Ashby-de-la-Zouch, but instead of doing the damage usually ascribed to his class he departed without wrecking anything. The modern bull knows how to conduct himself—in china shops.

Vitrified Opal and Glass Decoration Co., Ltd.—Registered capital, £2,000 in £1 shares. Object, to acquire the business of a manufacturer of and dealer in glass, earthenware, and other goods, &c., carried on by H. W. Taylor at Taylor's Wharf, New Wharf-road, King's Cross, N., and to adopt an agreement with W. H. Taylor and F. H. Taylor & Sons. No initial public issue.

Discovery of Roman Pottery.—Some excellent specimens of Roman pottery have been found during the excavations for laying the foundations of a new palace-by-the-sea at Clacton. An artistically moulded vase containing a few small bones has been dug out intact, and in a perfect state of preservation. Another vase, somewhat larger, and also containing bones, crumbled to dust when exposed to the atmosphere.

A Fatal Crane Accident occurred at the glass works of Pilkington Bros. & Co., Ltd., Cowley Hill, St. Helens, on Feb. 16. A number of workmen were lowering a large crate of plate glass, weighing 50 cwt., into a wagon by means of a crane, when the crate dropped from the hooks, and fell on to the foreman loader, crushing him to death. Another man who was assisting in the work was also injured, and had to be medically attended.

Glass Factory Fire Escapes.—At the meeting of West Ham Corporation, on Feb. 13, the Factory Sub-committee reported having visited the glass factory in the occupation of Messrs. Robinson, King & Co., Marshgate-lane, Stratford. The sub-committee submitted various recommendations as to the provision of means of escape in case of fire from the premises. It was resolved to communicate with the company upon the matter.

Recent Company Liens Registered.—New Anchor and Cross Bottle Works Syndicate, Ltd., London, E.C.—Debenture registered for £1,755, charged on the undertaking and all the property, present and future, including the uncalled capital of the company.——Cleveland Tiles, Ltd., Stoke-on-Trent.—Mortgage registered for an unspecified amount, the instrument being stamped to cover £600, to G. Neal, of Stoke-on-Trent; charged on the undertaking and all the property, assets, and effects, including the uncalled capital.

Mr. Philip Pargeter, one of the best known men in Stourbridge, attained his 80th birthday on the 13th ult. On that day he attended a meeting of the Stourbridge Council, and presented the report of a committee of the Council of which he is chairman. Mr. Pargeter received the hearty congratulations of the members present, and we desire to associate ourselves with the good wishes expressed. Mr. Pargeter's association with the glass trade has been long and honourable, and, in connection with the late Mr. Northwood, we may say it has been historic.

Glass Trade History.—Our Stourbridge correspondent writes :—A century ago there was a glass manufactory at Wrockwarden Wood, near Shrewsbury, at which were produced stained sheet-glass wines with opaque spirals in the stems, flasks, and scent bottles, &c. Now nothing remains of the place except the name, so reminiscent of the past, "Glasshouse Square." These particulars are from the new number of an illustrated paper. The issue of the Notts "Weekly Guardian" for February 17 contained some interesting notes referring to the existence of one or more glassworks in Nottingham during the seventeenth and eighteenth centuries.

A Business Tour.—Mr. Congreve Jackson, the managing director of Thomas Webb & Sons, Ltd., Dennis Glass Works, Stourbridge, sailed from Liverpool on the "Carmania," on the 24th ult., on an extensive tour through some of the principal cities of the United States and Canada. Mr. Jackson will call upon as many of the importers and distributors of high-class glass ware as time will permit. Naturally, his object is to extend his firm's business in the United States and in the Dominion, where they have already a good connection. He tells us his reason for making the trip just now is that the freedom of labour conditions they have acquired after so much trouble and cost gives them greater and more efficient facilities for the execution of orders than they have ever enjoyed. The trade prospects of the company are steadily improving, and Mr. Jackson adds, "I hope to bring back some good orders with me, and we are well able to execute them." After visiting New York, Philadelphia, Pittsburg, and Chicago he purposes to return by Toronto, Montreal, and Boston to New York. He will be home again in time to meet transatlantic buyers who make the usual summer trip to Europe.

"Good Old Jasper."—There was an interesting function at Wolstanton on Feb. 8, when Mr. William Adams, J.P., chairman of the Wolstanton (United) Urban District Council, entertained the members of the Council and the Education Committee, the officials of these bodies, a number of public representatives, and others to a banquet. The toast of "The Houses of Parliament" was proposed by Councillor H. Walklate, and was supported by Mr. Hugh W. Adams. The latter said he was glad they were represented by a Staffordshire man, and he hoped Mr. Wedgwood would feel that he represented the potting industry of the district in the House of Commons in a very peculiar way. Aspersions were from time to time cast upon the potting industry, and he hoped Mr. Wedgwood would use his influence for the benefit of the local trade. Mr. Wedgwood, who was cordially received, thanked Mr. Walklate and Mr. H. W. Adams for their kindly references to him. He thought nothing could be happier than the way in which the old association of Adams and Wedgwood in North Staffordshire had been alluded to. It was pleasant to be M.P. under any circumstances, but he thought he first recognised the pleasure of being M.P. when he arrived in a motor car at Tunstall Market-place, and was greeted with shouts of "Good old Jasper." It was not only Wedgwood who made jasper ; Adams also made jasper. There, too, there were associated the one with the other. Proceeding, Mr. Wedgwood said that he would endeavour to represent the interest of all North Staffordshire in Parliament.

The Stamping of Glass Measures.—On February 13 Major MacMahon, the chief superintendent of weights and measures under the Board of Trade, conducted an inquiry at the Sunderland Town Hall on the subject. The Board of Trade suggested, some time ago, an allowance of 15s. per thousand, which is a little under 2¼d. per dozen, but the local authorities thought it should be 3d. per dozen. Fifteen shillings a thousand had been accepted by manufacturers in Derbyshire, Staffordshire, and Glasgow, and the Board of Trade were desirous of having uniformity. Mr. Lambert, of the Northern Pressed Glass Manufacturers, Association, said that his firm had gone through their books, and the actual cost of the stamping was 4d. They would like 4½d., but if fixed at 4d. it would be fair and reasonable. Under the County Council there was an arrangement by which a rebate of 4½d. was allowed. The Inspector asked if 2 d. uniformly granted would be of more use than 4d. under present conditions. The Mayor of Gateshead answered in the affirmative, and said the allowance of the County Council was unfair. The Inspector, after hearing further evidence, said he should strive for a uniform allowance from all local authorities, but he also pointed out that the service rendered by the manufacturers should be uniform, it having appeared from the evidence given that some authorities got 50 per cent. more work out of the manufacturers than others. It was no use allowing a uniform rebate to manufacturers if they were not treated uniformly by local authorities. He intended to visit some of the works and verify the cost to the manufacturers and report later.

The New Art School at Burslem.—On Feb. 9, the Earl of Dartmouth, the Lord Lieutenant of Staffordshire, accompanied by the Mayor, Mr. W. W. Dobson, the chairman of the Education Committee, Mr. T. Willett, the members of the Corporation, of the Education Committee, and in the presence of a large company, laid the foundation stone of a new school of art as an addition to the Wedgwood Institute. The old school, the foundation stone of which was laid by the late Mr. William Ewart Gladstone, having been found inadequate to the requirements of the district and particularly of pottery students, the late Mr. Thomas Hulme, the then Mayor of the borough, purchased a site opposite the institution for the erection of a new school. The Corporation obtained powers to raise a loan for building purposes, and the work has gone steadily forward. The Mayor extended to the Lord Lieutenant a cordial welcome on the part of the town, and, in presenting him with a handsome trowel as a memento of the occasion, invited him to lay the foundation stone. His Lordship then laid the stone with customary ceremony, and a vote of thanks was passed to him. In acknowledging the vote, Lord Dartmouth said that anyone who took an interest in Staffordshire, and in its great centres of industry, could not fail to take also a deep and lasting interest in the work which was being inaugurated that day. When he said "inaugurated" perhaps he was not using the right word—he should have said "continuance" of a work which must be fraught with the greatest advantage, if successfully carried out, to that locality. He wished the undertaking of which the foundation-stone had just been laid every possible success. Reference had been made to foreign competition. That, of course, was one of the difficulties in the commercial world at the present time. Every country was striving—as it was bound to do in its own interests—to obtain markets all over the world, and the only chance of successfully meeting that competition was to see that the goods produced in the home market were of the best possible kind. He had been favoured with an account of the institution from its beginning, and there was no doubt that whilst the present building at the time it was erected took a high place, and the work was carried on under the best possible conditions, it was absolutely essential that the building in which the work had to be carried on at the present time should be up to date, should be fully and properly equipped, and that the sanitary conditions should be good. The origin of the movement was a desire to commemorate the name of Josiah Wedgwood, and he could not conceive anything which would commend itself to that great potter if he were alive more than the work they were inaugurating that day.

Reviews.

Lowestoft China By W. W. R. Spelman. (London : Jarrold & Sons, 10 and 11, Warwick-lane, E.C.)

MUCH has been written about Lowestoft china, and yet very little that is absolutely reliable is known about it. Perhaps this is cause and effect. The manufactory is said to have been opened by Mr. Luson about 1756, and to have been closed about 1803, so that if all the history of the factory during those forty-seven years was available it could not be a very long one. It is probable that it is because there is no trustworthy history of it that so much has been said and written about it. In the much be-praised "Encyclopædia Britannica" neither china nor pottery of any kind is once mentioned in the account of the town. That ponderous work is, however, so unreliable in many of its statements that too much importance need not be given to the omission. But, still, Lowestoft and china are so intimately associated—at least, by repute—that we expected to find the china mentioned, if nothing more. Amateur collectors of old china have more reason to be chary about "Lowestoft" than any other old china. Many persons (and for a long time the writer was one of them) have doubted whether china was ever made at Lowestoft at all. One thing seems quite certain, that, even supposing the discoveries made during the alterations in connection with Messrs. Morse & Wood's premises prove conclusively that a china kiln did at one time exist there, it is equally certain it would have been impossible for such a kiln to have turned out all the ware that has been known as "Lowestoft china." It may seem like sacrilege to doubt anything that Mr. Chaffers has said about china, yet there is reason to believe that he considered a large quantity of ware as made at Lowestoft, much of which was really introduced into this country by the East India Companies. The deference paid to Mr. Chaffers' undoubtedly marvellous acquaintance with ceramics has led to the acceptance of much Oriental ware as "Lowestoft" china. The fact that there was no "Lowestoft" mark has been a great obstacle to identification by amateurs. The only mark given in "Marks and Monograms" as pertaining to Lowestoft is the name "Allen" with "Lowestoft" under it. But we have it on high authority that "a porcelain teapot is thus marked with the words unmistakably painted by a Chinese hand." Robert Allen was the manager of the works at Lowestoft—whatever they were—and when they closed he opened a shop in the town and did some decorating. It is more than probable that he affixed his name to ware made for him, probably abroad. The presence, therefore, of the only Lowestoft mark known—"Allen, Lowestoft"—is no guarantee that the piece is Lowestoft china.



Plate I.—Decorated Lowestoft.

There are many other mysteries attaching to "Lowestoft," but a careful perusal of Mr. Spelman's interesting work is calculated to dispel many of them. The author has had favourable opportunities for investigating the subject, and he has proved himself exceptionally qualified for the task. He describes in detail the interesting "find" in the removal of the débris during the alterations at the malt kiln in 1902. This, in Mr. Spelman's opinion, clearly established some connection with a china factory. A large number of moulds, with small quantities of chips of porcelain, were found at first, and the author has had access to them. Further search revealed an immense quantity of



PLATE II.—DECORATED LOWESTOFT.



PLATE III.—TYPES OF MILK JUGS, LOWESTOFT.

pieces of china in all stages of manufacture, together with more moulds and other accessories to the art of porcelain manufacture, and these passed into Mr. Spelman's possession. The work contains a reproduction of a photograph of the search for the remains of the factory. It is also illustrated by ninety-seven full-page plates, giving reproductions of the moulds found for making bowls, basins, cream jugs, sauce boats, teapot spouts, and stands. Pieces of cups, saucers, jugs, &c., in the unburnt clay were also found, and are illustrated. The author establishes the fact, I think, that china *was* made at Lowestoft, and thus clears up one mystery. He is of opinion that "no hard "paste was made at Lowestoft, and that what Mr. Chaffers "describes as 'a close imitation of Oriental' really is "Oriental, and that mugs with twisted handles, basins with "diaper work in gold or in colours, the rose decoration with "coats of arms, &c., on hard paste specimens, are purely "Oriental, and not Lowestoft." Considering that "Allen" is the only known "mark" on Lowestoft, collectors will be interested in the following observation of Mr. Spelman:— "I do not consider the china imported and decorated by "Allen to be Lowestoft china, or connected in any way with "the Lowestoft factory."

The work is beautifully and copiously illustrated, many of the plates being coloured or shaded reproductions of the original decorations. By permission of the publishers we give three of these illustrations. Plate 1 shows a salt cellar with a fine raised decoration; an eye-washing cup; the figure on the right of the top row is one of three egg-cups in the possession of the author, all decorated differently, and copies of the Worcester style; the others are two toy teapots, the latter being part of a set decorated with grape-vine pattern. The glaze on this set is very blue, and the paste soft but coarse. Plate 2 shows a very fine circular dish, 12½ in. across (marked "17"). The blue glaze on this is very conspicuous, the paste translucent, of a brownish tinge, showing clear spots in it like blue and white Chelsea, but in a less marked degree. Plate 3 shows types of milk jugs. The book is full of useful information, and is well written with commendable freedom from technicalities. The author points out those features which will guide us in deciding what is "Lowestoft china" when we see it. Lovers of old china will appreciate this.

SHOULD RETAILERS ADVERTISE?

(FROM A POTTERY TRADE CORRESPONDENT.)

I MEAN, should retail china and glass dealers advertise? Most certainly they should. Perhaps the most persistent advertisers in the United Kingdom are retail drapers, and although the sale of pottery and glass is not quite amenable to the same conditions as the sale of what the trade calls "soft goods," the advantage of giving extended publicity to the fact that goods are for sale, and to the address at which they can be obtained, is the same in both cases. Publicity is as essential to the china and glass dealer as it is to the draper, though the best means of obtaining it may not be exactly the same in the two cases. There are many different ways of advertising a retail business. As a rule, however, the ordinary retail dealer (I am not alluding to the many limited companies engaged in retail trade) cannot afford to set apart a large amount of money for the purpose of advertising his goods. His sales do not justify it. In our trade many of the goods last long and seldom need replacing. It is difficult to say exactly how much a particular tradesman should spend in advertising. Some have said that from 2 to 2½ per cent. on the returns is about the correct sum to spend for that purpose, but there cannot well be a hard and fast rule on the subject. The condition of trade should, however, always be taken into account by the retailer. My experience is that when trade is very good much less than 2½ per cent. need be spent on advertising; whereas when trade is bad much may be required to be spent on advertising to assist in keeping up the trade. It is, then, important that the best method of advertising should be considered, whether the amount to be spent is large or small. The various methods include announcements in the local newspaper, booklets, circulars, posters, and wrapping paper and bags. All these are useful, and instead of sticking to one method, it will be found more profitable to make a judicious use of all. If there is a live, popular daily or weekly newspaper circulating in the district the ordinary glass and china dealer should not fail to advertise in it. In most towns there is one, and advertising rates in it are not high, but in large towns the circulation of any paper in the immediate neighbourhood of a particular shop is too small to be of a service to that shop at all commensurate with the high rates charged. If a dealer decides to advertise in a newspaper he will find it to his advantage to make terms with the publisher for a certain space for one year, or at least for half a year, and thus secure the lower rates always charged for a long series of insertions. The next point to consider is what you are going to advertise. This should always be something in season. The announcement should be a seasonable offer, presenting to the public what they require, just when they want it, and at a reasonable price. Then comes the wording of the advertisement—the most difficult task of all. The average retailer finds himself unequal to it. Indeed, the importance of wording an advertisement effectively is now everywhere recognised, and education is brought to bear on it. There are dealers who think that everything in their shop should be mentioned in a 4 in. or 6 in. space. It cannot be done, and if it could, it is not judicious to do it. If you have only a small space, say 3 in., the best plan is to mention one article only—the most seasonable one at the time—and then add your name and address. My idea of an advertisement is that it should be simple and colloquial, as though you were having a little chat with probable customers about the article. If you know your goods, fancy yourself standing behind your counter and trying to sell them. It is not wise to say too much either behind the counter or in your advertisement. Make your sentences short and crisp. There is little danger of your saying too little if you are in earnest about your business, but there is the danger of saying too much. Do not do this in an advertisement. Change your announcement frequently, and and tell the public a little at a time. People read or glance through a newspaper for the purpose of learning what is new, and they are entitled to find this in the advertisements, just as they expect to find it in the political columns, and in the foreign intelligence. Another effective method of advertising a retail business is by having a few illustrated coloured posters permanently displayed in good positions. If you are in a market town it is desirable to have one or two of these placed so as to be easily seen by persons walking from the railway station into the town, while for a provincial town perhaps the best position of all for a pictorial poster is the departure platform of the railway station. Passengers do not usually linger long on an arrival platform, but generally have a few minutes to look round when leaving a town. In former issues of the POTTERY GAZETTE suggestions have been given as to suitable posters for dealers in our trades. Trading conditions are not exactly alike in any two places, so that different methods of attracting customers to their shops will occur to dealers under different local circumstances, but the methods we have suggested will be found of general utility.

Glassware dealers in Colombia suffered heavily from damage to their stocks during the recent earthquakes in that country.

BRITISH TRADE WITH CANADA.—III.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 66.)

REPORTS that the passenger trains were being delayed as much as half a day on account of the heavy grain traffic were circulating in Winnipeg during my stay there. When eastward bound on the Atlantic Express I soon realised the magnitude of the task before the railway companies after a good harvest. The grain had to be sent by rail from the prairie lands of the North-West to the immense elevators on Lake Superior at Fort William and Port Arthur. Trains of thirty and forty covered cars,



COBALT, NEW ONTARIO.
Showing Railway Station on extreme right.

each having a capacity of 60,000 lbs., were rapidly following each other from Winnipeg to Fort William laden with grain. A big staff at the latter place ran the grain into the elevators, the speed of working here averaging a car per minute emptied throughout a long day. The grain is stored in these elevators ready for shipment eastward by way of the great lakes.

THE MINING RUSH IN NEW ONTARIO.—Arriving at North Bay over three hours late owing to the grain traffic just mentioned, I had just time to catch the only train in the day to Cobalt. The Ontario Government has constructed a railway from North Bay, running due north from that point into an undeveloped part of New orNorthern Ontario called the Temiskaming Country. Round Lake Temiskaming is some good lumbering country, and the timber is floated along the lake and down the Ottawa River to the sawmills. The first hundred miles of the new railway was opened a few months ago, the present terminus being New Liskeard, nearly at the head of the lake. Two stops (one can hardly say stations) before Liskeard is the mining camp of Cobalt. The whole country is rocky, and minerals were known to exist in Northern Ontario. While the contractors were blasting some of the railway cuttings for the new line, distinct traces of cobalt bloom were found on the rocks, indicating the presence of silver. A small mining rush began immediately, such as was seen on a larger scale in Colorado and the Yukon. The nominal value of uncleared farming land in Ontario is 50 cents per acre. Prices at once rose in the Cobalt district, first to $15, and less than a week later to $1,500 per acre.

When I reached there the land was changing hands as "claims," and fetching high figures. The talk in the train on the six hours' journey, through uncleared country studded with beautiful little lakes, was all about the new mines. The speed with which a mining camp gave place to a town was shown at Dawson City a few years ago. Cobalt, as I found it, was a mixture of both camp and town. The prospectors had been content during the summer to live in tents, but the weather was breaking, and log huts, or "shacks" were going up. A large tent proclaimed itself the Cobalt branch of the Canadian Bank of Commerce, about the queerest place for a bank one could imagine. This bank is shown in one of the accompanying illustrations, the other one showing a branch of the Imperial Bank of Canada. Nearly every tent had a stove pipe sticking out of the tent door or roof. Both miners and settlers in Canada mostly cook their food better than that served to commercial travellers in the smaller towns of Canada. The shops consisted of hardware and grocery stores, shown in the smaller illustration, a drug store, and a "restaurant"—all wooden shanties. Rising in the midst of these a three-story wooden structure was going up for a hotel. It was to have square galvanised iron plates nailed over the wooden walls, which would give it a serviceable appearance.

It is too early yet to say whether silver, nickel, arsenic, and cobalt will be found there in paying quantities. Little real mining will be done till next summer, as the snow is putting a stop to operations for over four months. Several companies have already been incorporated,* one of which is expected to pay its first dividend shortly. Another company is in process of construction* with the object of smelting the ore. Silver is the mineral searched for, but it is thought that the cobalt found will prove almost as remunerative as the silver. The centre of this mining district will no doubt be New Liskeard, a town of five years' growth, and here the smelting will be done, as there is water-carriage down the lake. Coal suitable for smelting costs about $8 to $9 per ton at Liskeard. Wood is plentiful, but there is the cost of cutting up the trees into billets to be taken into account. By the summer a Syrian merchant will have run up a large hotel in Liskeard to meet the influx of trade on account of the mining.

For some miles to the west of this town the country is considered good for farming. I spent a night in an English



COBALT, NEW ONTARIO.

settler's log hut, and came away with a profound admiration for the Englishmen who go out to Canada and spend years of hard labour in rooting out tree stumps before they can get a good crop off the land they have cleared. It

* Subscribers can obtain the names of these companies on application to the Editors.

seemed to me that there were greater possibilities for New Ontario as a mining country than as a settling country for pioneer farmers.

The railway mentioned above is now pushing northward to eventually reach James Bay, part of Hudson's Bay. The country through which it will pass is too rocky to clear for cultivation, but it is reported to be full of iron, nickel, silver, cobalt, and other minerals.

British manufacturers need not fear that if the natural resources of Canada are developed they will lose trade. Our trade with the Dominion will receive a great impetus as soon as Canada's vast tracts of virgin country are opened up to civilisation, whether it be by miners or farmers.

Iron and Coal.—Deposits of iron ore have been found in different parts of Canada, in sufficient quantities, it is stated, to supply the world's markets for centuries to come. The Dominion Government gives a bounty on both steel ingots and pig-iron made in Canada; and the Ontario Government also grants a bounty on iron manufactured in the province. The coal mines of Cape Breton are supplying steam coal in large quantities. I was informed by the chief engineer of one of our British liners that the coal is rather softer and not so good a steam coal as that obtained from South Wales. Of the vast undeveloped coal fields in the Rocky Mountains one can at present say little. No doubt the many new lines of railway which are shortly to reach the Rockies will open up some valuable mineral country.

Canada's Need.—The development of the above and the many other valuable resources of the Dominion will benefit not only Canada but the British Empire as a whole. To effect this development the country needs, first, the best British immigrants we can send her—they will still be within the Empire—and, secondly, British capital is required to work these resources. When will investors see the advantage of putting their money into genuine Empire business projects, instead of into wild-cat schemes in South America and other foreign countries?

(To be continued.)

Foreign Notes.

The Cristalleries de Baccarat are arranging to have a special collection of samples of their wares on view at the Leipzig Fair on March 4—11.

The value of the pottery spoilt by being broken and chipped at the Waldorf-Astoria Hotel in New York is estimated at £400 per annum.

Some Dresden china plates were among the wedding presents received by the daughter of President Roosevelt on the occasion of her marriage on Feb. 17.

The Association of Electrical Porcelain Manufacturers of the United States is being dissolved after an existence of about eighteen months. The reason for its non-success is reported to be that a large number of firms remained outside, and would not join the association.

Belgian Glassware Exports during 1905 consisted of 27,950 metric tons coarse, valued at £653,920, and 664 metric tons fine, valued at £49,720. The figures for coarse ware are above those for 1904, but the value is less than in 1903 though the quantity is greater. The weight of the fine ware is above 1903, but below 1904, and the value is greater than in either of these two years.

Servian Pottery and Glass Imports.—The value of the pottery imported into Servia during 1904 was £14,907 as compared with £13,747 for the previous year. The bulk of the import (£12,793 worth) consisted of stoneware, faïence, and china, supplied chiefly by Austria-Hungary and Germany. The glassware imports were valued at £8,641 for uncut and unpolished and £11,506 for other glassware, cut, polished, or coloured.

The Costa Rican Pottery Tariff.—A decree of the President of Costa Rica came into force on Feb. 1, modifying the tariff classification of crockery and chinaware, and the duties thereon, as follows:—Crockery or stoneware: plain, without ornamentation, reliefs, or filigree work, 10 colon per kilogramme (kilogramme = 2·2046 lbs. avoirdupois; colon = 1s. 11d.); with reliefs, filigree work, or ornamentation, 15 colon per kilogramme. Chinaware: plain, without reliefs, filigree work, or ornamentation, 20 colon per kilogramme; with any kind of ornamentation, 25 colon per kilogramme. Chinaware is distinguished from crockery or stoneware by the fact of its being translucent. Articles of whiteware, graniteware, Japanese and black stoneware, will pay duty as stoneware. These duties are also subject to the surtax of 50 per cent. established by the Decree of April 27, 1901.

Production of Porcelain Clay in Russia.—The following are the figures for kaolin production given by the Collected Statistics of Russian Mining Industries for 1902, which have only recently been issued:—Mines under exploitation: Cherson Government: M. S. Kussnetsoff & Co., workmen employed, 15; poods of kaolin produced, 228,808. Kieff Government: A. U. Adelheim & Co.,10; 410,000. Podolia Government: S. Laguna, 10; 280,000. Suchovetsk, 4; 8,000. Tchernigoff Government: near Poloseckach: M. & P. Skoropadsk, 62; 49,913. M. S. Kulsustsoff & Co., 140; 123,981. E. & P. Byrynkovich, 14; 3,100. A. Maximovitch, 12; 8,000. Ph. Yanova, 80; 50,000. P. Drutchka, 6; 1,000. Gluxooski District Rural Government, 56; 29,278. Irkutsk Government: Golubima Mount No. 26, 40; 50,000—Total, 449; 1,235,080. This is an increase of 173,099 poods over the preceding year, 1901.

China and Porcelain.—Writing in an American contemporary, Mr. C. F. Binns makes a destinction between these wares as follows:—Porcelain—A translucent white body, with a feldspar or lime-feldspar glare. The glaze is applied either upon the green clay, or upon a soft-burned bisenit. The glazed ware receives the hard fire known in France as the grand feu, or great fire. In this manufacture the fire used is known as "reducing," that is, the draughts are so manipulated as to produce a smoky flame, which exerts a reducing action upon the iron oxide which the clay contains. This oxide burned in any other way would develop the characteristic brown or yellow tint, but the smoky flame deprives it of part of its oxygen and "reduces" it to another form, which tends to shade the white of the clay to blue rather than to yellow. This action, upon which the blue-white of porcelain depends, renders it impossible to use metallic oxides, such as those of lead or zinc, to any large extent in the glaze, because these would be reduced to the metallic state, as is intentionally done in the case of lustre colours. To claim the definition of percelain, then, a ware must be white and translucent, must have a feldspathic glaze, must have been made by the soft biscuit-hard glaze method, and must have been burned in a reducing fire. China—Any white and translucent ware which is not porcelain. The difference is mainly covered by three points: the body is hard fired in biscuit and attains its quality before glazing—the glaze is fusible at a low temperature, and the fire is oxydising, not reducing. The composition of the body is immaterial. Very little difference exists in the ingredients of, say, hotel china and French porcelain. The former may be made slightly more fusible for convenience and economy; but the variation is so slight as not to affect the principle involved. The method of burning, however, varies radically, so much so as to constitute an entirely different product.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS), FOR JANUARY, 1906.

		Quantities. Month ended 31st January.			Value. Month ended 31st January.		
China or Porcelain, or Earthenware.		1904.	1905.	1906.	1904.	1905.	1906.
To Germany	cwts.	2,558	3,376	3,229	£3,744	£5,052	£4,854
„ France	„	2,738	2,284	2,737	4,184	4,633	5,637
„ United States of America	„	24,456	33,960	35,506	34,028	44,928	44,783
„ Brazil	„	7,587	7,019	12,330	5,749	6,247	8,406
„ Argentine Republic	„	7,750	31,007	45,474	5,568	11,647	19,383
„ British South Africa	„	—	13,435	21,697	—	10,633	13,777
„ British East Indies	„	21,087	19,401	32,300	10,366	11,437	16,387
„ Australia	„	11,146	17,528	9,107	12,522	19,327	10,915
„ New Zealand	„	4,220	4,865	3,608	5,529	6,776	5,037
„ Canada	„	15,839	15,626	10,242	15,642	12,208	11,592
„ Other Countries	„	63,961	69,100	71,207	47,699	34,746	46,183
Made up as follows :							
Porcelain, Chinaware, and Parian	„	10,494	3,497	2,220	23,640	14,547	12,484
Earthenware, including semi-Porcelain, Majolica, and Glazed Tiles	„	60,150	88,789	96,304	77,755	109,115	123,916
Jet, Rockingham, and Glazed Terra-cotta Ware	„	335	124	28	362	201	60
Red Pottery, Stoneware, Brown and Yellow Ware	„	78,152	111,086	134,638	25,534	23,109	29,838
Other Sorts (including Electrical and Chemical Ware)	„	12,211	14,105	14,247	17,740	20,662	20,656
Glass.							
To British South Africa	value £	—	—	—	74,720	82,617	12,847
„ Other Countries	„						95,413
Made up as follows :							
Plate Glass	cwts.	6,827	9,452	12,866	9,650	13,870	18,805
Flint Glass	„	5,505	5,226	5,513	15,542	14,690	18,922
Glass Bottles	gross	67,317	48,029	63,602	30,455	31,354	40,075
Glass Manufactures, other sorts	cwts.	21,917	24,184	35,384	19,073	22,703	30,458

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR JANUARY.

		Quantities.			Value.		
		1904.	1905.	1906.	1904.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	12,102	5,405	4,551	£38,268	£20,196	£21,619
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	„	15,155	20,901	22,443	27,849	36,607	41,014
Jet, Rockingham, and Glazed Terra-cotta Ware	„	129	25	1,684	652	120	340
Red Pottery, Stoneware, Brown and Yellow Ware	„	40	183	2,821	88	386	524
Other Sorts (including Electrical and Chemical Ware)	„	931	836	1,928	2,261	1,680	2,680
Window and German Sheet Glass	„	100,633	75,104	127,974	55,800	41,912	73,696
Plate Glass	„	37,703	43,969	38,236	46,869	52,892	50,027
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass	„	37,405	60,149	69,312	64,557	100,417	117,286
Glass Bottles	gross	106,363	135,359	129,657	44,939	51,241	52,837
Glass Manufactures, other sorts	cwts.	26,264	11,496	5,627	48,237	20,514	6,984

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR JANUARY.

		Quantities.			Value.		
		1904.	1905.	1906.	1904.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	4,100	1,811	2,165	£12,684	£6,014	£8,384
Earthenware (including semi-Porcelain, Majolica and Glazed Tiles)	„	1,642	1,712	946	11,789	3,203	2,261
Jet, Rock'm, and Glazed Terra-cotta	„	8	8	16	63	34	60
Red Pottery, Stoneware, Brown and Yellow Ware	„	—	7	—	—	23	—
Other Sorts (including Electrical and Chemical Ware)	„	741	7	1	1,766	16	17
Window and German Sheet Glass	„	1,241	448	3,038	603	234	1,503
Plate Glass	„	436	689	793	368	918	1,429
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass	„	229	3,040	5,198	625	7,529	10,538
Glass Bottles	gross	2,209	2,252	2,672	787	2,576	1,346
Glass Manufactures of other sorts	cwts.	2,644	629	824	9,195	1,633	1,981

EARTHENWARE EXPORTS TO THE UNITED STATES.

(Compiled from the Returns of D. Inglis & Co.)

To	Shipments from Jan. 1, 1906. to Jan. 27.	Corresponding Period, 1905.
Boston	441	679
New York	319	470
Baltimore	898	946
Philadelphia	30	63
New Orleans	223	321
Newport News	169	—
San Francisco	140	30
Portland, Maine	122	23
Galveston	39	1
Portland, Oregon	87	48
Inland Points	964	1,602
Total.....	3,432	4,183

AMONGST SUBURBAN DEALERS.

NORTH LONDON.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

WHAT a huge place London has become! Those of us who live in or near it seldom pause to think what an enormous aggregate of humanity it consists of. Occasionally, however, something occurs to cause us to realise how vast the place is. We may pass almost unnoticed the statement that London has more inhabitants than all Ireland, but we have only to make a journey through one of the many districts with which we are unfamiliar, and we find ourselves saying, "What a huge place!" I remember some years ago accompanying a foreigner from the neighbourhood of Holborn to a friend's house on the other side of Hammersmith. As we got out into the open (from the underground railway) and still passed through streets of houses, my foreign companion said, in broken English, "It is as much as a railway train can do to get out of this big London." I had some such impressions myself a few days ago when I made a special journey to the extreme North of London to look at some of our shops there. My intention was to go direct to Tottenham and to look about me there. I had not been farther north than Dalston Junction for something like thirty years. At that time Dalston was a "suburb" and Abney Park Cemetery was in the country. But I find that—octopus-like—London has swallowed the whole of the district round Stamford Hill and some distance beyond. There is an almost unbroken line of shops from the Thames at London Bridge to beyond Tottenham. Kingsland-road, Kingsland High-street, and even Stoke Newington-road seemed to be still "London"; and, as there was no apparent end to it in that direction, I decided to consider Stoke Newington High-street as sufficiently suburban for my present purpose. I confess, however, it was but an arbitrary distinction after all, for as far as the shops were concerned the character of the district was the same as that through which I had passed. The first call I made was on

MR. JAMES SHINGLER, glass and china merchant, 108, High-street, Stoke Newington. Unfortunately, Mr. Shingler happened to be out at the time, but I handed my card to Mrs. Shingler, and she kindly showed me over the premises and gave me some particulars about the business. I found she was fully competent to do this; indeed, her knowledge of pottery was by no means limited to that on sale in their shop. If ever a married couple were especially qualified to conduct a glass and china business, Mr. and Mrs. Shingler are. They are both pottery people and come nof potting familes. Mr. Shingler is a practical potter, and learnt his trade with Messrs. Minton at Stoke. Having acquired practical knowledge of the manufacture of pottery, he came to London, and for some years, with Messrs. Mortlocks & Osler, he became familiar with the art of selling it. Mrs. Shingler had also abundant opportunities of becoming acquainted with pottery. Her friends are connected with the manufacture, and her brothers are representing manufacturers now. With their joint knowledge of the trade, it was natural they should wish to go into business on their own account. About four years ago they bought the business at 108, High-street. It was an old business, established nearly fifty years ago. They did not lose any time in transforming the business into the groove with which they were both familiar. Mr. Shingler had been used to the very best class of trade with the most aristocratic customers. He knew he could not expect to do the same class of trade at Stoke Newington that he had been accustomed to at Oxford-street; but he laid himself out to do a high-class trade all the same. He has a fine show of pottery and glass by the very best makers, and he also keeps a large stock of medium-priced goods, and also of cheaper goods. The stock is a very comprehensive one, and Mr. Shingler prides himself on stocking all grades of goods in our lines, from the very best to the cheaper kinds. The shop is admirably arranged with large stands down the centre, on which goods are displayed in a most tasteful manner on tiers of shelves. There is plenty of variety,



MR. J. SHINGLER'S SHOP FRONT, STOKE NEWINGTON.

and customers who want high-class china and glass have plenty of choice. There is no necessity for anyone in that neighbourhood to go to the West End for best goods. Dinner ware, toilet ware, dessert ware, and tea and breakfast sets of the latest and best types are shown by Mr. Shingler. Indeed, the interior of the shop has much the appearance of a West End establishment, as far as the stock is concerned. The shop is a lofty one, and is both wide and deep, as the accompanying illustration of one portion of the interior indicates. At the rear there are stock-rooms and packing-rooms, and I was somewhat surprised to find such a heavy stock in a suburb. This is explained by the fact that Mr. Shingler's trade is not confined to the sales in his shop. He is a contractor for supplying many municipal and other public bodies. He

has been successful with his tenders, and is now supplying one of the largest hospitals in the very south of the metropolis. It seems strange that a merchant in the extreme north should succeed in obtaining contracts in all parts of the metropolis, but this is just what Mr. Shingler has done. I was told that his absence at the time of my visit was due to another large contract he was hoping to obtain. The stock is beautifully kept, and there is an air of respectability about the whole place that is only met with in "personally conducted" businesses.

Clark's Stores, 234, High-street, Stoke Newington, comprises a series of shops, the first of which is devoted exclusively to china and glass. Mr. Clark, while taking a general supervision over the whole, seems to devote himself more particularly to the ironmongery branch of his business, leaving the glass and china department in the control of a manageress. I had a short interview with Mr. Clark, and found him an active and up-to-date business man. He opened the glass and china shop about a dozen years ago, as he found it would supplement his general house furnishing trade. It was an empty shop when he took it, and he has made the trade now pertaining to it. He seems to have been fully justified in adding this branch to his other departments, for he has now an attractive and well-stocked shop. The assortment is nicely varied, affording a good choice in dinner, toilet, tea, and breakfast ware and a nice range of glass ware. There are some high-class goods amongst them, but the majority of those shown at the time of my visit were of good medium-class quality. The lady in charge understands her trade, and is alive to the necessity of keeping in touch with popular tastes. Her toilet services, for instance, include some of the most recent art designs. In tea ware—of which there is a good show—the newest shapes and decorations are shown concurrently with the usual stock lines. The shop is lofty, but more floor-space and shelving could be made use of if it was available. Mr. Clark is well advised in keeping his china business quite distinct from his ironmongery and furniture. Although it is called Clark's Stores, it is in all respects an independent china shop. It is well managed, and has an appearance of prosperity.

Miss J. E. Herring, The Broadway, 233, High-road, South Tottenham, N., has a small but interesting china, glass, and fancy shop. She has been established there about five years, and manifested her courage by starting a new business. The shop is very well situated for the select class of business catered for. I saw it under all the disadvantages of a dark, wet January afternoon. The Broadway, South Tottenham, was under a cloud then, but, from the general appearance of it and the class of shops in the immediate neighbourhood, I can imagine it to be a delightful promenade for ladies on a fine summer day. I did not ask the question, but, if the truth was known, Miss Herring does not expect much trade in bad weather. She keeps some pretty things in tea and breakfast ware, &c., and other useful china and earthenware, but she makes a good show of fancy goods, not limiting herself to china and glass exclusively, though they form the bulk of her stock. The ornaments and nicknacks she handles are quite in keeping with her dainty little shop, and, no doubt, form a useful adjunct to her china business. She says that dealers in so many other trades keep a little useful pottery and glass that she finds she must go a little outside the regular lines of china and glass herself. I found she had had some experience in the trade before embarking in business on her own account. She does not aim at doing a large business so much as doing a select one. Her shop is prettily arranged with dainty goods, and I hope she will meet with success.

Mr. F. Simmonds, china and glass dealer, 739, High-road, Tottenham, has a very old established business, and he has himself been connected with it all his business life. It was his father's business before him, and, I believe, was a china and glass shop before his father's time. Mr. F. Simmonds has seen a remarkable change in the class of business done—a change due to several causes, principally to the great increase in the residential population and to the altered class of it. At one time his father did a good trade in the best descriptions of pottery and glass, and had an extensive booking connection. But those families have now left the neighbourhood, and their places are taken by a larger number of customers, who, though they take a greater quantity in the aggregate, do not require so many best goods. Another factor in the changed condition of trade there is—that, while formerly Tottenham was in the country, it is now so linked to London by omnibuses, tramlines, and railways, and by a continuous line of shops, that it has become part of the metropolis. Mr. Simmonds, like a sensible man, did not sit still and lament the gradual falling-off in the better-class trade he had been used to. He proceeded to supply the class of goods required by the people around him. He seems to have done that with good results, for his stock is a large one, and his shop and warehouse present an appearance of activity. He himself was busy at the time of my visit. He has a fine window, and it is easy to imagine what an attractive display of high-class goods could be made in it. There are high-class goods still on show, but chief place is very naturally given to the goods most in demand. In spite of the fact that so many dealers in other trades are now selling pottery and glass, Mr. Simmonds still holds his own as a china and glass dealer. That he has been able to do so under the circumstances I have mentioned must be attributed to his wisdom in adapting his wares to the requirements of the neighbourhood. If he is not doing the family trade his father used to do it is not through any fault of his, but solely because the families are not there to do it with. Mr. Simmonds is evidently a resourceful and energetic man, and deserves to succeed.

AMONGST PROVINCIAL DEALERS.

(BY OUR OWN CORRESPONDENTS.)

LEEDS.

THE reports made to me as to the recent condition of trade among the glass, china, and earthenware dealers of the city of Leeds were varied, but mostly satisfactory. Business since the beginning of December last was said to have been good, brisk, or very brisk, with a good Christmas trade. A buoyant and confident tone therefore pervaded the trade generally, though in one or two cases it was said that trade had been disappointing. Taking the trade as a whole and broadly, I could only conclude that the condition of the glass, china, and earthenware trade in Leeds for some time past had been satisfactory.

An extensive warehouse in Cross Bank-street, Leeds, which lies quite at the business centre of the city, is maintained by Messrs. Bell & Smithson as wholesale glass, china, and earthenware merchants. The principals of the firm, Mr. Thomas William Bell and Mr. John N. Smithson, have been for some seventeen years in the wholesale trade, and previously were in close relationship with buyers of china and glass in the city and district. Speaking of trade in the city, Mr. Bell informed me that for some five or six weeks it had been good. Our conversation turned to the newer, artistic classes of goods, and this led naturally to the cheap, foreign, decorated wares. On this subject I found that Mr. Bell had very clear ideas. "Why don't our people attempt to meet this trade?" he asked. "Twenty years ago

there were no English trinket sets, but we have them now, and as for tea sets, we have as nearly beaten the foreigners as may be. The foreigners have had an enormous run with crest ware. It has only been during the last year that one or two makers have come on the market with similar wares, and carried all before them. I certainly think that when they lay themselves out for anything new of the kind they can do it.'' Mr. Bell pointed to a range of beautiful English vases. ''These,'' he said, ''are competing with any foreign ware. They are on an earthenware ground, whereas the foreign ware is on a white ground, but the general trade do not detect little differences of that sort. On the foreign goods there is a vitreous glaze which gives a very nice appearance. I believe that those of our makers who have laid themselves out to catch the home trade are making many new goods. One firm, whose traveller comes about three times a year, have always something new, and he always gets trade. Other old houses do not. They don't get the things out. Those people try to find out something new, and it pays.'' Mr. Bell showed me a new toilet set, with a ewer in an original art design, and with a strong preponderance of blue in colour, as evidence of what the firm had produced as a new ''line'' for their traveller to offer on one round. ''The foreign china trade is not so good as it was three or four years ago,'' said Mr. Bell again. ''I think they—the English makers—are recovering the trade, especially those who lay themselves out to get nice designs. Royal Devon ware has an enormous run, and is a case in point. I tell men who come here that it is not a question of tariff reform, but of reliance on their own energy. Our people are quite capable of holding their own. Even in the common glass they sometimes get an idea and follow it out, but I think they are not quite alert enough and have not quite sufficient initiative.'' Of public taste in artistic glass and china, Mr. Bell remarked: ''We certainly think taste is altering and improving. It is not so glaring. A few years ago it used to call for brilliant flowers.'' Mr. Bell pointed to a large and florid vase. ''When that was introduced,'' he said, ''it would have sold like wildfire. I am quite sure the taste of the people is improving and that the more blatant designs are falling out. As far as foreign manufacturers are concerned and the things they actually make, we are prepared to hold our own against all comers. I have, indeed, every confidence in our manufacturers,'' said Mr. Bell, warmly. After viewing other articles of great artistic interest and beauty to which Mr. Bell called my attention, I bade him good day, and left the warehouse.

A wholesale and retail business is carried on by J. L. Fox & Co., Ltd., at 24, New Briggate, and at a warehouse in Mark-lane, Leeds, a few yards distant from New Briggate, the last-named being the stores for the wholesale branch. The business dates from 1847, when it was established by the late Mr. Samuel Wolfe, and at the beginning was mainly devoted to glass ware. For some years Mr. Wolfe had almost a monopoly of the business in glass shades in Leeds, and also enjoyed a large patronage in cut glass, owing, in part, to glass-cutting being done on the premises. The business grew steadily, and became one of the leading glass businesses in the county. Mr. J. L. Fox, the present managing principal, was son-in-law to Mr. Wolfe, and became manager of the business seventeen years ago. The premises in New Briggate possess a very spacious ground floor show-room, well fitted up for trade requirements. A feature of the fitting is the use of four tables which stand crosswise in the show-room, the two nearest the entrance being liberally but tastefully stocked with vases, tea and cream sets and white ware. The other two were stocked chiefly with glass vases and flower vases. On the first floor to which Mr. Fox conducted me, I viewed an extensive show-room fully stocked with china and earthenware for general household use. A long centre table, extending nearly the length of the room, contained a large variety of new and artistic tea and coffee sets, many of the pieces being beautiful in outline and decoration. The sides of the room were fitted with long ranges of shelves, and these bore a great wealth of useful and artistic china and earthenware, artistic toilet sets being especially noticeable. Two other rooms above also contained large and varied stocks of goods, useful or purely artistic. Mr. Fox courteously accompanied me to the wholesale warehouse in Mark-lane, and showed me over the premises. Here I found ornamental wares to form a large part of an extensive and up-to-date stock. A very fine collection of vases of English make occupied part of the lower room. ''We patronise the home trade as far as possible. When we can buy from home manufacturers we do,'' said Mr. Fox. In the next room above I found again vases, but in addition there was a considerable stock of glass ware and also of ornaments, including figures of animals, dogs wearing muzzles or quaint caps. Bohemian vases, English vases, and white ware in large variety, and a collection of white ware in special designs, samples for the coming season, and glass ware, jugs, creams, sugar bowls, and other goods were displayed in rooms on this floor. On the uppermost floor I was introduced to a distinct though closely related branch of the business—the manufacturing of the well-known mounts for jugs, which were invented by Mr. J. L. Fox and patented by Messrs. Hall and Fox, which are supplied to the trade of the world from 24, New Briggate. Mr. Fox was good enough to show me the processes throughout. Nine operations have to be performed in the making of the mounts, and for each of these a special machine is used. The machines were invented by Messrs. Hall and Fox, and then specially constructed to perform the different operations, one complex machine having to perform four distinct operations, each quite different in character from the others. This machine would deal with fifty-five gross of the clips required for the mounts per day. Driving power, as far as required, is provided by electricity, a motor being employed. The polishing of the mounts is one of the operations for which electrical power is used. The mounts are made of aluminium, and are consequently very light and of a silvery whiteness when finished. The construction admits of their being attached easily without requiring holes in the jug or springs for attachment. I learned that the demand for the mounts had been active for some time prior to my visit, orders for export quantities in particular having been received freely.

A considerable business in useful and decorative articles of glass, china, and earthenware is carried on by Mr. T. Fell, at No. 34, Lincoln-road, New Town, Leeds. I found Mr. Fell to take a lively interest in subjects affecting the trade as a whole, and to have given close thought to particular matters which are now before the trade. In the conversation which I had with him the subject of charges for packing was incidentally mentioned. ''My opinion is,'' he said, ''that goods should be delivered free of charge, that is, on the crate or on the carriage.'' I asked Mr. Fell if he had calculated the difference that free delivery would make on the cost of the goods. ''No, I have not gone into that,'' was the answer. ''Some firms give 5 off and some 10. If you are dealing with 10 per cent. it may cover the expenses. If you are buying pottery goods you might get a crate that would weigh more for £4 than someone who has a crate for £20. If they got 5 per cent. they would get £1 on the dearer crate and only 4s. would be given on the other. They reckon about 4s. for packing on an ordinary crate. When we buy any foreign goods they are always sent carriage free, and come free and are delivered free at our door. There is only the breakage

which one cannot claim for. In English goods one has a chance of claiming if there is any breakage. But foreign goods are sent to one's door free. Free delivery is a great inducement, I think. Suppose I send to Staffordshire for a mixed crate of so many goods, and then, when I get my invoice, I find there is 4s. for packing and 6s. 6d. for carriage. It is rather awkward to put a special profit on every article. If I buy one crate all mugs and another all jugs, I can get at it. I can say, 'Put 5 per cent. on everything.' But you cannot do that when it is all mixed. You might, but it would take a great deal of working out. To me the chief thing in all kinds of trade is that a man should not sell below cost. Every man should have from 7½ to 10 per cent. when he has the risk of breakages. It is little enough. When you hear of people selling at less it means that someone is going to rob other people. That is the cause of so many people failing and going into bankruptcy. The cheaper china is cut fearfully," Mr. Fell continued. "Everyone has cut this until I should think there is nothing for the maker. To speak honestly, I think a maker is entitled to a little more on such as that. It is the common household stuff. If they get it down to a very low price it is not good for the maker, the wholesaler, or the retailer. Of course, it is said that it is bringing the stuff cheap to the poor, but I think there should be some rule by which people could not sell below a certain percentage, below 10 or 12½, or whatever it might be. I offer goods to a customer, and someone comes and offers them at a lower price, at a price he cannot afford. I hold that a man who does that ought to be punished." A large number of vases of great beauty were ranged on shelves near the spot at which we stood. I remarked on the appearance of these goods. "Oh, yes, those will go when people have the money," said Mr. Fell. "If they get more money they will be sure to spend it. I think the English vase trade is much to our credit. It is quite a new development, and we must all be pleased to see it." "You evidently think it will meet the new artistic idea which pervades our schools from the elementary schools upwards," I observed. "Oh, it has met it for the last three or four years unquestionably, and all of English manufacture, that is the beauty of it," said Mr. Fell, with a glance at the rows of vases on the shelves. "I think the foreigners are, if anything, a little the cheapest, yet now the Englishmen say, 'Here is a toilet set for so much, and we have a trinket set to match it,' which is very good." Mr. Fell pointed to different trinket sets by English makers, and spoke very warmly of them. They were certainly beautiful, and were surprisingly cheap. Mr. Fell seemed to share fully my appreciation of the artistic merits of the goods. We talked of them for a while and then, after exchanging cordial adieux, we parted.

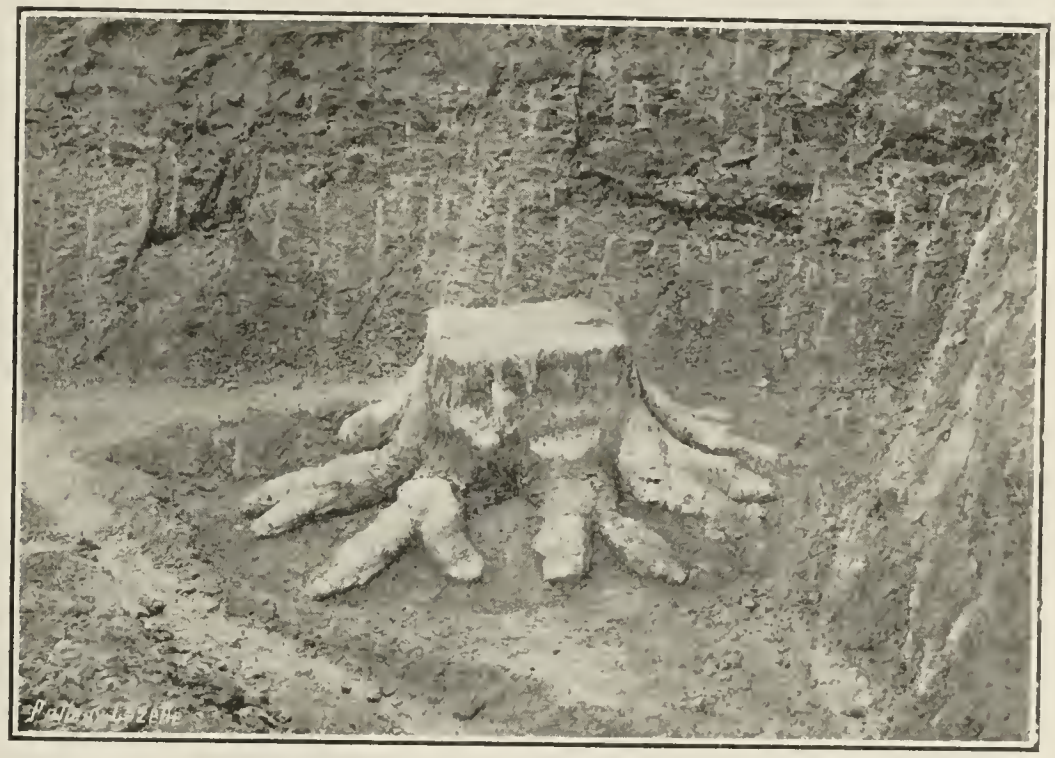
The well-known firm of Taylor Bros. occupy premises in Alfred-street, Leeds, a few yards from Boar-lane on the north and Briggate on the east. For years the firm occupied a warehouse at 10, Wormald's-yard, a short distance from their present location, but some five months ago they removed to the premises which they now occupy to obtain larger storage accomodation and more convenience generally for their business as wholesale dealers in glass, china, earthenware, and other goods, mostly ornamental. Both of the principals were away from the warehouse on the afternoon of my visit, so that I had not the pleasure of seeing either of them or of learning their views on matters pertaining to the trade.

(*To be continued.*)

FOUND IN THE SAGGAR CLAY.

(SPECIALLY CONTRIBUTED.)

THE curious photograph accompanying will be viewed with a great deal of interest by geologists. It represents a sigillaria—one of the most perfect ever discovered in this country, which was unearthed some time ago in Messrs. E. Hampton & Son's marl works, Hanley. As may well be supposed, there is wide scope for the geologist in some of the gigantic marl holes in the Potteries formed by the excavations of workmen who "get" the clay from which potters' saggars, bricks, &c., are made. Messrs. Hampton's marl works produce some thousands of tons of clay for saggars every year, and from time to time interesting specimens of sigillaria have been found. The one of which we reproduce a photograph is, however, by far the most important. When the workmen came across it Mr. Wm. Hampton, himself an enthusiastic geologist, had it carefully laid bare. The trunk was in a stratum of fireclay, and the roots rested in a three-inch seam of coal. It was intended originally to lift the gigantic fossil bodily and



Found in the Saggar Clay.

convey it to the Hanley Museum, but the fates were against this. On the evening of the day that this photo was taken by Mr. Hampton at the bottom of the marl pit there came a miniature landslip from the sides of the pit which completely overwhelmed the sigillaria and destroyed it utterly, so that all that remains of it is this interesting view. Probably no other specimen has ever been found which gave so fine an idea of the roots and base of the plant. The longitudinal flutings on the stem are plainly shown. The location of the remains bears out the suggestion that sigillariæ enter largely into the formation of the seams of the North Staffordshire coalfield. It is interesting to note that the fruit of this fossil plant is unknown. Some suppose it to have had cones, whilst others incline to the view that it resembled yew trees in the fruit it bore. Perhaps the solution of the knotty point will eventually come from the Potteries.

Unmanufactured Clay to the weight of 38,286 tons, and valued at £42,212, was exported from the United Kingdom during January 1906. The export exceeds in quantity that of the corresponding month of either of the preceding years; in value it is above January, 1905, but below January, 1904.

TECHNICAL TRAINING IN THE POTTING INDUSTRY.

ON the occasion of the distribution of the prizes gained by the students of the Fenton Science, Art, and Technical Classes on the 31st ult., Mr. William Burton, F.C.S., delivered an interesting address in which he emphasised the necessity for technical training in every department of the pottery trades. He spoke of his former connection with the district, and of the pleasure with which he revisited it. He had been made acquainted, from time to time, with what they had been doing in Fenton, and since he came into the room he had had the advantage of seeing the work done by the students in the art classes there, and he was quite satisfied that much promising work was being done there. He knew that in addition to their school of art they had a science department, a school of mining, and a course of classes in elementary science. They had also a commercial department which dealt with book-keeping, shorthand, and typewriting. But why did they not include subjects like Spanish, French, and German? He noticed they had a domestic department, but he thought that should include instruction in cookery and household hygiene, as well as in dressmaking. He noticed, however, that there was no class for direct instruction in pottery. The pottery trade called to its aid three kinds of knowledge, or three classes of training—the artistic, the scientific, and the commercial. He spoke at Tunstall on technical instruction in these three branches, and he would now look at the subject from another point of view—namely, from that of the men who had to be technically educated, or technically trained.

They might group all who were employed in the pottery trade into three classes. The first and largest class of all was made up of operatives, whether potters, printers, firemen, saggar makers, &c.; next was the class of managers whether of departments or of the works; and over all there was the supreme manager, as he ought to be—the proprietor of a works or the manager of a company. It had been supposed by many people, and by many potters of this district, that the technical instruction of all three classes of men should be the same, differing only in degree, and not in kind. He thought that view was entirely a mistaken one. The technical training or instruction they gave the operative should be entirely different from that they gave to the manager or master. By the growth of modern industries, the manufacturer, the head of the business, tended to become more and more a commercial organiser; and to know less of the practical details of practical potting. It was assumed that the masters were not in need of technical instruction, but he thought that the men who needed technical instruction most were the masters and managers. He contrasted the present time with the past. What was the condition of affairs at the end of the 18th century? Let them recall the names of some master potters of that day—the Wedgwoods, Warburtons, Spodes, the Adamses of Tunstall and Stoke, and the Turners of Longton. In every case all the great 18th century potters were men who had worked at their trade at the bench and knew their business from its foundations. Their men, their workmen, had grown up alongside their masters, and the masters and workmen were much more closely on a level of knowledge of practical technical knowledge than had ever been the case since. This condition of the manufacturer being trained on his works, or on somebody else's works, and learning his business from the foundation, persisted for several generations. Since all these men were brought up to learn their trade as workmen—and they learnt it working side by side with their own workmen—they knew their workmen, they knew their habits, they knew their point of view, they knew their method of work, and they knew the right and wrong of pottery making, as it was exceedingly difficult for the modern pottery manufacturer to do.

Now let them take the workmen. He implored every operative, for his own sake, to go to school at night to improve himself. The teaching would not make him a saucermaker, a dishmaker, or anything else, but it would make him a much more intelligent workman. It would add to his work immensely in value, because his work would not be done with indifference and according to mere mechanical routine, but with the insight and skill that came from habits of intelligence and observation. But the problems the foremen and the masters had to deal with were quite different from the problems the operative had to face. The time was rapidly going when it would be regarded as right in a country like this that any man should control the labours of hundreds of other men unless he controlled it with intelligence, and with wisdom and with sense. For that training, it appeared to him, we wanted in this district—in addition to the classes of the elementary kind which we possessed already in Fenton, in Longton, in Stoke, and in all the other towns—a central institution where instruction in science, in its various branches which were applicable to all the industries of this district, could be given by men of first-rate ability, by men of such ability that a small community like Fenton could not afford to employ their services, and there we wanted to send the thoughtful men who had displayed so much intelligence in their ordinary avocation that they had marked themselves out as fit to be managers and foremen, and to have the control and the conduct of the business. No education would be too wide if they were to adequately fulfil their functions as captains of industry in so complicated an industry as that of the pottery trade. Well, how were these men to be chosen? He had advocated already, and he now did so publicly, that if by any action of the County Council, aided by the districts, and aided by the manufacturers, it was found possible to establish in Stoke a centre for higher instruction in the various branches of applied science such as he had mentioned, and the students could be helped in some such way as this, then every manufacturer who was sufficiently interested, and who paid a sufficient sum of money towards that school should have the right to send to the school for training so many days in the week either his son, or any other person he chose to select from his works. The proper way to train the men who were going to be foremen, or managers or masters would be to send them to the central technical school or college either for a portion of their time, or for three whole days in the week, and while there the students should pursue their studies on definite lines of scientific investigation; and in order that they should still retain their connection with actual working conditions it would be wise to make them study for the rest of the week on the works, working like the ordinary workmen. In that way, and in that way only, it seemed to him, was it possible to restore their industry, relatively, to the condition it had enjoyed in the latter half of the 18th century, when the pottery masters knew every detail of their business from the clay bank to the warehouse; and it was only by some such scheme that they could hope satisfactorily to cope with the difficulties that had arisen from the great changes of the past fifty years.

A vote of thanks was moved by Mr. Goddard, seconded by Mr. E. Brain, and supported by Mr. Bernard Moore. It was heartily carried, and was acknowledged by Mr. Burton, after which the prizes were distributed.



SONNET TO THE MODERN POTTER.

An ancient and a noble craft is thine!
For, long before the first historian's day,
Men moulded clumsy ware from plastic clay,
And on the surface scrawled uncouth design.
While, later, artist-fingers could combine
The charms of graceful form and colour gay
So cunningly that all who saw would say
"The Art that's thus creative is Divine!"
So, through the years, in village, town or Court,
The Master Potters won their meed of praise
From Mongol, Moor and Aryan, East and West.
Then never let thy aim of theirs fall short
Nor these be called thy Art's decadent days
But still aspire to better e'en the best.

T. R. B.

Legal.

Salad Bowl Dispute.—In the City of London Court, on January 30, before Judge Rentoul, K.C., Messrs. M. Engel & Company, 16, Carthusian-street, glass manufacturer's agents, sued Mr. A. Garde, 7, Central-parade, West Hampstead, glass dealer, for £7 1s. 5d. for salad bowls, &c., supplied. The defendant said that the goods as delivered were no use to him. The plaintiffs had sent him salad bowls without spoons. They were unsaleable. The plaintiffs said that the defendant did not buy the servers, and they had not been charged for. The defendant said he had ordered them. The plaintiffs had sent him eight bowls instead of four. They had, in short, "messed up" the order, as there were other things which were incomplete, such as jam dishes without spoons. The plaintiffs said they did not sell the spoons. Judge Rentoul told the defendant he could get the spoons elsewhere. The defendant said the difficulty was he could not match the dishes. Judge Rentoul said he must find for the plaintiffs with costs.

Infringement of Trade Mark.—The case of Josiah Wedgwood & Sons, Ltd., of Etruria, v. Farmer & Sons, of Kensington, was tried by Mr. Justice Warrington in the Chancery Division of the High Court on the 9th inst., when an interim injunction was applied for to restrain the defendants from selling as "Wedgwood," German imitations of the beautiful "City of London Arms" jasper ware, brought out by Messrs. Josiah Wedgwood & Sons, Ltd, within the last six months, the imitation ware having been imported from Germany and sold to the defendants by Mr. Max Emanuel, of London. Mr. Kerly, counsel for the plaintiffs, explained that the jasper ware made by the plaintiffs is familiarly known to the public as "Wedgwood ware," on account of its first having been made by the celebrated Josiah Wedgwood, and the word "Wedgwood" is the registered trade mark of the plaintiffs. The process of manufacture is a very delicate one, and the ware is very expensive to make; the body of the article is first made, the most familiar colour being blue, and the figure designs, in bas relief, are afterwards laid on the body and then fired. While, in the German ware in question the figures had not been made separately and laid on, but had been made in a single mould along with the body of the article, all being done at one operation. The colours of Messrs Wedgwood were copied, but although the imitation ware had a bad surface it was an exact copy in size and colour, and at a distance of four or five feet could not be distinguished from genuine Wedgwood. At their shop, 165, High-street, Kensington, the defendants had displayed a window full of the German material, which they described as "Wedgwood." Mr. Kerly produced photographs of the window which clearly exposed the fraud, and he stated that the defendants now admitted the offence, did not oppose the motion for an injunction, and offered to publicly apologise. The application was then made the trial of the action, and the Court granted an injunction perpetually restraining the infringement of the Trade Mark, the defendants being ordered to pay all costs.

The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

GILBERT A. & Co. (Arthur Burrows, Wallace Chas. Gooderson, and Otto Morschhauser), 82, Turnmill-street, E.C., glassware, tile and elec. supplies merchants. Dec. 31. Debts by A. Burrows and W. C. Gooderson, who continue. (Feb. 2.)

Notice as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

FOWEY CHINA CLAY CO., LTD. Mtg., T. G. Shuttleworth & Son's, Royal Insurance-buildings, Church-street, Sheffield, Feb. 10, for the account of winding-up.

Notices of Dividends.

NEWMAN FREDERICK J., 22A, Lower Addiscombe-road, Croydon, glass merchant second and final, of 1s. 2d., at O.R.'s, 132, York-road, Westminster-bridge, S.E.

SMITH EDWARD C., 21, East-street, Taunton, china dealer. Supplemental, of 4½d., at O.R.'s, Exeter.

Receiving Order Rescinded.

AUERBACH HENRY, 8, Buer-road, Fulham, and 14, Farringdon-avenue, E.C., table glass importer and agent. Feb. 5.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.

** These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.—EDS. *P. G.)*

BOULD ELLEN, late Market-hall, now residing at 146, Argyle-street, St. Helens, late earthenware dealer (wife of Geo. Lawson Bould). Dated, Jan. 29. Filed, Jan. 31. Liabilities unsecured, £153 7s. 11d Tr., Wm. A. Brooke, Cotham-street, St. Helens. Secured creditors, £530.

PELLATT FREDERICK JOSEPH, trading as F. Pellatt & Co., 48 and 49, Potter-street, Willington Quay, and residing at 35, Orde-avenue, Rosehill, Willington-on-Tyne, wholesale hardware and glass and china merchant. Dated, Feb. 12. Filed, Feb. 14. Liabilities unsecured, £489 18s. 2d. Property after deducting secured claims, £307 3s. 5d. Tr., Charles Turner, 3, East Parade, Sheffield, C.A.

SLUCE GEO., 396, High-street North, Manor-park, china and glass merchant and dealer in electrical accessories. Assignment upon trust, &c., with a view to payment of debts in full. Dated, Jan. 26. Filed, Feb. 1. Liabilities unsecured, £239 17s. 8d. Property after deducting secured claims, £110. Tr., Joseph J. Hogg, 50, Sugden-road, Clapham. Secured creditors, £50. The following are creditors: — Hannans, Ltd., London, £26; G. Sluce, London, £25; A. B. Sluce, London, £10; Solar Incandescent Gas Co., London, £11; Jonas Lang & Co., London, £31; Davis, Kent & Stewart, London, £23; Plutte, Scheele & Co., London, £37; — Day, London, £22; Juven & Co., London, £10; Kensington Stamping Co., Aston, £15; Frankenberg & Sons, Salford, £14.

Bankruptcy Proceedings.

AUERBACH HENRY, 8, Buer-road, Fulham, and 14, Farringdon-avenue, E.C., table glass importer and agent: The following are creditors:—Société Anonyme des Verreries de Scailmont Manage, Belgium, £777. Partly secured creditor: Auerbach, Mrs. H., London, £60 (estimated value of security, £45). Liabilities, £825 16s. 3d.; assets, £24 10s. 7d.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENTS.)

INQUIRIES in this district with reference to the state of the potting trade during the past month go to show that, upon the whole, business has been a little disappointing. I do not mean to say that things have been altogether dull, and most people agree that trade is mending again after the Election ; but the improvement has not been so marked as had been hoped. The home market is holding its own, so far as the country generally is concerned, but London has been going back. A prominent manufacturer, who has only just returned from a lengthy business stay in the metropolis, tells me that the dealers have not settled down again yet after the stocktaking and sales, and they speak of having a doleful time. Firms having business relations with Scotland also inform me that both January and February, especially the latter, have been poor months ; but the outlook here, as also in London, is bright, and, in view of the prosperous condition of the principal industries generally, there is every reason to anticipate a gratifying change during March. Colonial business is good, with the exception of the South African market, which still hangs fire. The upward movement in the United States chronicled last month continues, but progress is slow. Orders are coming in from both the United States and from Canada, but not yet with any particular freedom. The South American trade keeps up well, thanks to local circumstances, which seem for the present to point to a continuance of good business in that quarter.

At the Longton end, china manufacturers, for the most part, still report satisfactorily as to the amount of business on hand, and they also view the future hopefully. Personally, however, I do not think they will maintain their present optimistic views for long. I learn with much gratification that a new era of prosperity appears to have set in with two highly respected manufactories in the Potteries with which work has been slack for a very considerable period. It is also pleasant to hear that a portion of a large concern which has been closed for some years has been opened again by a gentleman who was, till recently, connected with an extensive Hanley firm, and who is hoping to find sufficient business in the home trade to enable him to gradually develop still further.

It is anticipated that in the course of another month or two, the museum which Josiah Wedgwood & Sons, Ltd., have been forming for some time at Etruria will be ready for the public opening. This, I understand, will be a ceremony of much interest to collectors and connoisseurs of old pottery. I paid a short visit to the museum the other day, and found the handsome show cases, in the building which has been specally set apart for the purpose, filled with priceless treasures produced by Wedgwood in the days of his association with Bentley, Byerley, Floxman, and others. What to many will be the most engrossing exhibits of all, are the complete sets of Wedgwood's ledgers and business books and the marvellous collections of his "trials"—all of them scientifically classified and numbered—which have been brought to light after having been locked away for generations. The account books are wonderful, each item of ware manufactured and sent out having a rough pen-and-ink illustration drawn against it, so that it may be traced and recognised in after years. At some future date the GAZETTE will doubtless enter at length into a full description of the museum and its contents, the latter of which are really priceless because they are unique.

For many years past the manufacturers of the Potteries have suffered very keenly under the burden of the heavy railway rates charged on the carriage of china and earthenware from the potteries to the different towns of the United Kingdom. The rates are higher in proportion than are charged for the carriage of pottery from any other pottery-producing centre in the kingdom, and it has long been sought by those interested to find an effective means of remedying such an anomaly. To this end Mr. Arthur Sherwin (Messrs. Sherwin & Cotton), Mr. F. W. Wheatley, and others have been engaged in drawing up a case to present to the railway companies, and as the result of their action an important conference took place on the morning of Thursday, February 8, at Stoke, between a joint committee of the North Staffordshire Chamber of Commerce and Manufacturers' Association, representing the leading pottery manufacturers of the district, and the managers of the London & North-Western, Great Western, Midland, Great Northern, Great Central, and North Staffordshire railway companies, with a view to obtaining a reduction in the rates charged. The deputation was introduced by Mr. F. W. Wheatley, and the case for the manufacturers was presented by Messrs. Arthur Sherwin, John Ridgway (Bedford Works), J. C. Bailey (Messrs. Doulton), Edmund Leigh (Messrs. Burgess & Leigh), L. L. Grimwade (Grimwades, Ltd.), and A. Benson (Twyfords, Ltd.). The deputation was courteously received—such deputations always are—and the railway representatives promised to favourably consider the manufacturers' case. Pending the receipt of a reply, nothing has been allowed to transpire as to what was actually said and done at the conference, but manufacturers are not over-sanguine as to the outcome of the meeting. Up to the time of writing no reply had been received. Mr. Sherwin was one of the speakers at the North Staffordshire Chamber of Commerce luncheon at Stoke on Tuesday, February 13, and he then took advantage of the occasion to draw attention to the need for increased railway and canal facilities. He detailed the grievance of traders against railway companies in the matter of owners' risks, and advocated the formation of some cheaper tribunal before which traders could go than the Railway Commissioners, a tribunal before which they could plead their case without the intervention of counsel and lawyers, which should be presided over by men possessing a large commercial experience, and who would decide cases, not upon legal quibbles, but with a view to an equitable solution of grievances. Such a tribunal would unquestionably be of great service, and if it only produced better relations between the commercial community and the great carrying companies it would certainly have justified its existence. At present the trader seems to be the bugbear of the railway officials, and the officials are certainly not beloved of the traders. This is not as it should be. The interests of both parties are interdependent, and, instead of pulling one against another, they ought to be working hand in hand.

I understand that Mr. E. Brain, of Messrs. E. Brain & Co., Fenton, contemplates embarking shortly upon a business tour in Australia and New Zealand. He will be away probably for six months, and he hopes, incidentally to give a call "down under" to our old friend Mr. Capper. I am sure that many of the latter gentleman's friends would wish Mr. Brain to bear him their remembrances and good wishes.——Mr. B. S. Young, of Messrs. J. & G. Meakin, who has been in indifferent health for a long time past, is now enjoying a voyage in the Mediterranean, and it is hoped that a complete restoration to health will be effected as the result. I believe that Mr. Young will stay for a short time in Rome.——Mr. Josiah C. Wedgwood, M.P., for whom many predict a highly successful Parliamentary career, has commenced exceedingly well, having been appointed Parliamentary Secretary (unpaid) to Mr. Runciman, Parliamentary Secretary to the Local Government Board.

The Chamber of Commerce luncheon alluded to above produced some capital speeches, notable amongst them being those which fell from Mr. J. S. Goddard, J.P. (the president), and Mr. J. C. Bailey, of Doulton's, Ltd. Both these gentlemen had something to say about the potting trade and fiscal reform, and Mr. Bailey told of a representative of a potting firm who recently wrote to an hotel in Glasgow for a stock room. There were eighteen such rooms at the hotel, and sixteen of them were engaged by foreign representatives, while only two were taken by English travellers. One of those foreign representatives boasted—and, Mr. Bailey believed, with a good deal of truth—that in one week he took orders for china and glass in Glasgow and district for £13,000 ! Of course, the speaker pointed a moral, but if the circumstances are as stated, the Free Traders would seem to be entitled to ask how it was that an English representative was not on the spot with as good a lot of samples before the foreigner ?

Manufacturers in this district have been deeply interested to learn of the recent disclosures in the United States as to the false invoicing of pottery goods sent to America by German exporters. The disclosures are the sequel to investigations which have been made on behalf of the United States Treasury Department, and the pottery manufacturers of Trenton and East Liverpool by Mr. Wm. Burgess, chairman of the United States Potters' Association. It had long been suspected that certain Continental firms had been evading the American tariff by means of false invoices, and Mr. Burgess set out some two years ago to conduct a careful investigation. He spent some days in the Potteries, and had conferences with leading potters, whom he informed of the suspicions he entertained against some German exporters. Intelligence of his visit was communicated to myself, but in the interests of local trade the matter was kept private, as it was essential that the utmost secrecy should be preserved. Mr. Burgess, in spite of great difficulties placed in his way, succeeded in his quest, and was able to place such facts before the United States Board of General Appraisers as induced that body to decide on January 25 that the importing firm of George Borgfeldt & Co., of New York, must invoice its importations of china ware from the Maestricht district, in Holland, 19 per cent. higher than has been their practice in the past. Under the existing Customs laws there is a penalty of 1 per cent. for every 1 per cent. of advance

imposed by the Board of Appraisers, and as a result the nominal increase really amounts to an advance of 38 per cent. over the rate at which the ware was previously invoiced. North Staffordshire potters having business relations with the States will rejoice that such salutary action has been taken to stop certain forms of competition which placed British exports at a great disadvantage in America. It is believed that no inconsiderable part of recent German success in America is due to the kind of fraud which has just been exposed. The plan appears to be that a secret agreement exists between the Continental exporters and their agents in America. The ware, which pays a 60 per cent. "ad valorem" duty, is invoiced at much below its actual value, that is to say, at much below the prices at which the goods are freely offered for sale in the usual wholesale quantities in the country of manufacture. This enables the importing agent to pay the tariff duty upon it, and then sell it at a higher price than that invoiced; large enough to cover the tariff duty, and yet, owing to the smallness of the duty paid in consequence of the false invoice, low enough to compete with the native product. It is to be hoped that the case which has just been exposed will put an end to such dishonourable practices for good and all.

A firm of Burslem builders, who have for some time past been making alterations under the Market Hall, happened, a week or two ago, on the foundation stone of the building and also a casket in which was discovered a small, finely moulded dish in salt glaze, upon it being an inscription which tells that it was modelled by Aaron Wood about the year 1760, and was deposited near the stone in 1835, when the Market Hall was commenced. The dish was in a perfect state of preservation. It is a flat vessel, the borders of which bear a modelled design. The salt glaze is really brilliant, and is a splendid tribute to the soundness of the work which the potters of a past age produced under disadvantageous circumstances. It has been replaced now that the alterations are completed. Speaking of old ware reminds me that somebody has been having a chat with Mr. John Collinson, a relative of the Mr. William Collinson who formerly conducted an old pottery at Goldenhill, upon the site of which shops and other property now stand. Mr. Collinson, in the course of an interesting conversation, reported in the local press, a few days since, stated that in digging the foundation for these shops they not only unearthed a large quantity of tobacco pipes, but a piece of an old soup plate, with the name "Collinson, 1616" stamped upon it, showing that it was made in that year. It was a brown body, glazed light colour inside, and the decoration consisted of a pattern delicately printed with the finger-ends of the operators. It is indeed interesting to find that we have still, in the Potteries, representatives of a family who were expert potters in the days of Shakespeare.

The friends of Mr. Elsmore, of Messrs. Doulton & Co., Burslem, will congratulate him upon a signal honour which was conferred upon him a few days since. Mr. Elsmore has been for many years an ardent Volunteer, and is to-day the brigade quartermaster-sergeant of the 1st Shropshire and Staffordshire Artillery. On February 22, to mark his thirty-three years' service, he received at the hands of the Colonel a beautiful gold chronometer, the gift of his officers. Mr. Elsmore, in the course of a chatty response, spoke of the great kindness and consideration Messrs. Doulton and Mr. J. C. Bailey had always extended to him, without which, he observed, it would have been impossible for him to have achieved success as a Volunteer. I am told that a number of potting firms are now paying gratifying attention to the subject of Volunteering, and several firms in engaging employees are giving the preference to applicants who are members of the auxiliary forces.

The news of two deaths which have occurred during the last month will be received by all with sincere regret. The death of Mr. Geo. Copestake, J.P., of Longton, which occurred on February 6, after a long illness, removes a kindly and interesting personality from the public life of Longton. He was at one time most active as a manufacturer, and in 1876-7 he served the Mayoralty, while he had been a borough justice for over thirty years. He invariably wore a black frock coat and grey top hat, and by his chivalrous conduct and his many endearing qualities he had earned the sobriquet of "Gentleman George," a title which he never belied either in public or private life.——Mr. Isaac Pennell, of Eastwood House, Hanley, who died with tragic suddenness on February 16, was the manager of Messrs Buller's factory, Joiner's-square, Hanley, the manufacturers of porcelain electrical fittings, &c. Mr. Pennell was sitting in his office at the works talking over a business matter, shortly after breakfast, when, without warning, he fell forward, and expired from heart disease almost immediately. He was sixty-eight years of age, and had been with Messrs. Buller for about forty years, during a considerable part of which time he had discharged important managerial duties with great success. He leaves a widow and grown-up family, with whom much sympathy is felt.

To celebrate his recent marriage, Mr. Arthur Wood, of the Bradwell Works, Longport, entertained his employees on February 12, and was presented by them with a very handsome timepiece. The workpeople expressed their best wishes for the future happiness of Mr. and Mrs. Wood, and in accepting the gift, Mr. Wood spoke of the good relations which had always existed between the firm and the employees, which, he said, he hoped would continue in the future. A concert and dancing followed.——The site of the building in Wilson-street, Hanley, until recently occupied by the Potters' Decorative Supply Co., whose premises were destroyed by fire, has been sold for £345.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

THERE has been an improvement, though not very marked, in the state of the flint glass trade during the couple of months that have elapsed since the publication of our last article, and there are reasonable hopes that it may be continued a little longer. That is the feeling in Stourbridge and Wordsley, especially among those manufacturers who devote themselves to maintaining and extending the reputation of the district for the production of really high-class articles. These are to be found in light wines and bowl champagnes, as well as in vases, plain or in coloured glass for which the district is famous. It is a subject for regret that the youths placed to the glass trade, and especially those working round the furnaces as footblowers, do not make more use of the art classes established so largely for their benefit. "There were good art workmen in the old days, and they had no schooling," has been said by more than one lukewarm friend of technical education, and that cannot be denied. But they were, so to speak, born glassworkers, whose deftness with the blow-iron, the punty, and the few small tools that make up a chairman's or a servitor's equipment would have been wonderfully improved by tuition in such classes as are now provided at the local institute. Despite this neglect of opportunities so close to their hands, there is reason to believe that several of the young fellows in the best works will fully equal the skill of the former generation. The Lancashire cotton operatives are famous for quickly taking up, almost as children, work at the loom and the spinning frame, and learned observers attribute this marked adaptability to heredity. It may be, and we are inclined to believe it is, that the ability early displayed by the sons and grandsons of glassmakers of the past is due to the same influence.

Though the two months, as we have said, show an improvement, there was a marked decrease in business during the General Election, but it has revived, and present prospects for best work are decidedly encouraging. Table ware keeps fairly in demand, and there is an increased call for second-class qualities for export. The later Board of Trade returns show much more that glass of almost all kinds has been sent oversea from the United Kingdom. We fear, though, the figures are not altogether what they seem, and that not a little has been imported and simply reshipped, for some firms are rather slack, and business generally is unevenly distributed. In the cutting-shops there is hardly enough work for the men at the frames. Decanters and claret jugs have found employment for some, but the workers who usually are engaged on common tumblers and wines, &c., find themselves handicapped by the competition of Continental makers, some of whom have their light cutting done by women and girls. The bottle trade of the neighbourhood is more brisk than it was was a year ago, and even in early autumn. This trade is said to suffer from Continental goods being placed with our wine merchants, ale bottlers, and ginger beer manufacturers at very low prices.

THE FLINT GLASS MAKERS' SOCIETY.—The following report has been communicated to us from a reliable source. A joint meeting of representative members from the Dudley, Stourbridge, and Birmingham districts, was held at the Grand Turk Hotel, Ludgate-hill, Birmingham, on the 10th ult. This combined meeting was held—"To consider the advisability or otherwise of taking into the 'Flint Glass Makers' Society' again the non-union men thrown out of employment by the closing of works in Stourbridge" and also others "who are still working in non-union houses, but have made application to re-enter the Society." It appeared that a number of men who have been working at non-society houses have appealed to the Glass Makers' Society to take them as members again. The meeting was attended by about thirty delegates representing the above districts, Mr. J. Challengsworth, president of the Birmingham district in the chair. After a discussion lasting about three hours, the following resolutions were arrived at:—"That any men who had formerly been connected with the union, but who turned traitors to the Society at the time of the strike and lock-out shall never be allowed to re-enter the society." "That in the case of men who have never been members, but are desirous of joining, their applications be left to the discretion of the districts applied to, subject to the approval of the three districts represented at this meeting."

In Birmingham there has been a falling off in orders from the electro and silver-plate houses. Business was brisk before Christmas, and then came a check. The improvement that took place in the late autumn has certainly not been maintained, and many of the electro-plate manufacturers in Birmingham and Sheffield are now slack, and a few running short time. As to the glass trade generally, orders in the works of the city, like those of other places, are unevenly distributed. There is a consensus of opinion, however, among leading business men, that things will shortly become brisk all round; and it is a fact not to be overlooked that there are fewer workmen on the books of the Glassmakers' Society than for a long time past, and since the middle of February one or two fresh chairs have been engaged. It is computed that during the previous eighteen months at least forty men—chairmen and servitors—who were out of work in the Stourbridge district have found situations in Birmingham. This must not be taken as implying that they were required to enable employers to cope with additional orders coming to hand. That was not so. Most of the competent artificers were only wanted to take the places of men who had died, were superannuated, or "past work." There seems to be a fairly good demand in Birmingham for table work and also for lamp glasses, but orders for the latter are falling off. Trade all through is, however, better than it was this time last year.

It is interesting to note in a non-political way that of the seven Unionist members returned at the last election in Birmingham, one is Sir Benjamin Stone, now out of business, but formerly head of the firm of Stone, Fawdry & Stone, flint glass manufacturers, of Dartmouth-street. It will be remembered that he had one or two severe contests with the National Flint Glassmakers' Society, and that these led him to conduct the works on non trade-union lines. He was very energetic, and after journeys to the Continent and examining the ways and working in glass houses there, he introduced the method he had seen in operation in Sweden of making wines in moulds, and brought over a number of Swedish workmen. The experiment was not successful, and was at length abandoned. Later, he disposed of his business to J. Stevens & Sons, lens and deck-light manufacturers, also of Dartmouth-street, who now carry on the two branches at their Crown Works. Stone, Fawdry & Stone's manufactory was demolished, the site being wanted for other purposes. The directors of O. C. Hawkes, Ltd., of Birmingham, a well-known firm, whose specialities are mirrors, bevelled glass, fancy tinted glass, &c., are able to report that during the year ending December 31 last, the net profits, after allowing for bad and doubtful debts, and charging cost of replacement and repairs (amounting to £464 7s. 11d.) to revenue account, amount to £12,802 16s. 3d., including balance brought forward from last year. From this must be deducted managing director's and directors' fees, £1,104 7s. 6d and balance of income tax, £39 4s. 2d., leaving a balance of £11,659 4s. 7d. The directors have paid interim dividends of 5 per cent. on preference, and 5 per cent. on the ordinary capital, which absorbs £4,250. They have also paid 5 per cent. per annum on preference capital to December 31 last, amounting to £2,125. They now recommend a dividend of 7 per cent. per annum for the half year on the ordinary shares, making 6 per cent. for the year, which will require £2,975, and to carry forward a balance of £2,309 4s. 7d. The directors, other than Mr. O. C. Hawkes, J.P., retire according to the articles of association, and Mr. J. Courtenay Lord, J.P., and Mr. Ludford C. Docker, being eligible, offer themselves for re-election.

Manchester flint glass manufacturers, though they cannot be called very busy, are doing a fairly active trade. Their goods take a wide range, from bright, handsomely cut best table ware to pressed vessels for home and hotel use, and beautifully coloured and diversified articles for flower vases, electroliers, &c. In these latter articles much has been done earlier in the season, but just now, with longer daylight and brighter skies than in winter time, there is a lessened call. Manufacturers are averse to stocking these goods in any great quantities; they prefer to bring out new patterns suited to the requirements of the most exacting architect, plumber, or householder. Best pressed goods in tumblers, dishes, epergnes, &c., are being made in fair quantities, but they have to meet the competition of low-priced wares put on the market from other countries. Bottle-glass makers are far from fully employed, except those working in cribs on inks, small medicines, and the like. Those places turn out much work of a low-priced and necessarily inferior kind. For mechanical glass there has been a steady and improving demand.

At Warrington the glass trade does not appear to expand. In St. Helens there is activity in the great plate-glass works, and there is more doing in the glass bottle manufactories. Whether the present activity, which does not extend to every department, will be long maintained is rather doubtful. Beer and ale bottlers have placed some orders, as also have manufacturers of mineral waters. Glass-benders have fair employment, and besides working to the orders of shop-front constructors, are doing a little for builders of covered motor cars. This last branch is likely to grow. The ordinary flint glass trade is at a low ebb in St. Helens, which was once a great centre from whence were supplied orders of shippers to India and the Colonies as well as to the home markets.

For the first time for several years a more favourable account can be given of the state of the Yorkshire glass bottle trade. Most of the works are now in full swing, partly for the replenishing of stocks so as to be in readiness for the summer season, which, it is considered by many, promises to be a busy one in all departments. Much, however, depends upon the weather, for, if it should prove below the average in warmth and dryness, there would be a great check to business. Fairly substantial orders have been placed by aerated water manufacturers, ale and stout bottlers, and "relish" and sauce purveyors, from whom repeats may be expected later on. Owners of patent medicines have, in addition, sent in orders for their several specialities in bottles. The workmen who had the good fortune to be kept on by their respective firms during slack time are reaping the benefit of the improved tone of the market, inasmuch as, with very few exceptions, they are now fully employed. Careful inquiries show that up to the time of writing (in the closing days of February) only a few of the "shops" which have become superfluous have been reopened by the owners, and consequently many of the bottle hands are still in the ranks of the unemployed. They have had a hard and long struggle, extending over more than three years, for work has been precarious and only occasionally to be had. With a view to mitigating their privations the trade society to which they belong granted weekly allowances; but the relief afforded was not sufficient to meet family needs, and the men had to seek employment in other industries, as labourers and the like. Local authorities have helped some by giving work in making roads, &c., and the men have been the objects of much sympathy. Some of them—not a large percentage—have been able to get back to the furnaces at which they worked in happier days, and it is hoped that most of the others will soon be provided for in like manner. There will, however, have to be a further expansion of the glass bottle trade ere that can be done. Jam and pickle jars are selling well. They are chiefly machine-made, and are turned out more quickly than by the old process of mouth-blowing. Improvements in machines are leading to a greater production of these goods, a considerable proportion of which are exported, empty or full. On the question of wages there is a little unrest. The men, members of the trade society hold that they are entitled in the better condition of things now prevailing, and likely ere long to still further improve, to be placed in the old position as regards hours of labour and remuneration. In January a meeting was held in Leeds to consider the terms of agreement for the present year so far as the making of bottles by the ordinary methods are concerned, but no decision was arrived at, and the matter still remains unsettled.

In the city of York, where some of the best class of bottles are manufactured—most of them for chemists and druggists and the medical profession generally—there is a good deal of activity. As we stated in our last article, a fire occurred at the York glass works; and though much damage was done, it did not interfere with the powers of production of the firm. In the making of glass for scientific purposes there is considerable briskness. In ordering medicine bottles it is found that foreign competition is as keen as ever, but in superior goods Continental houses are out of it altogether, and the export trade is fairly satisfactory, but the home market is the one of most consequence.

The state of the bottle trade further north, in Sealham Harbour and other places in Northumberland and Durham, where the manufacture is carried on, is not satisfactory, though rather more men are employed. Firms have to face the fierce competition from across the sea. The area, as is known, is a great colliery district, and vast quantities of coal are exported. There has been an agitation, which has by no means died out, for the abolition of the duty levied on coal shipped for abroad, but a well-known glass manufacturer, Mr. Breffit, of Castleford, has shown strong reasons why the tax should not be abolished. British coal, he remarked, is used in the glass houses on the Continent, especially in those that supply the English market with flint and bottle glass; and to take off the duty would enable the owners of those works to compete against us with more success than ever.

The prospect for the rest of the year in the home glass trade, taking all its branches, is far from cheering; still, it is regarded as better than the look-out twelve months ago. Prices are cut as low as they well can be, to meet the competition of the continental manufacturer, and profits, therefore, cannot but be small

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London Stores and Matchings, &c.—One of the largest of the London stores has issued the following circular in connection with its china and glass department:—

MATCHINGS.—We have recently made arrangements with the manufacturers, whereby matchings—both in china and glass—will be executed in the shortest possible time. We shall be pleased to collect any patterns, and forward an estimate before proceeding, if desired. REPAIRS.—China and glass of every description repaired and restored by experienced workmen. We take the greatest care of all articles entrusted to us, and return them promptly.

BOOTHS
SILICON CHINA
TRADE MARK

SILICON CHINA
AWARDED.
ST. LOUIS 1904.
GOLD MEDAL
GOLD MEDAL

Booths Limited.

TUNSTALL,
STAFFORDSHIRE.

MANUFACTURERS OF

SILICON CHINA

AND ROYAL SEMI-PORCELAIN, ALSO
TILES FOR WALLS, HEARTHS, FURNITURE, &c

LONDON SHOW ROOMS,
49, HATTON GARDEN, E.C. *GREEN BROS.*, AGENTS.

New York Agent,
Edward Butler,
45, Warren Street.

Australian Agent,
Neal Harrison,
Bourke Street, Melbourne.

Paris Agent,
M. Mitaine,
39, Rue Paradis.

Liquid Gold for Pottery Decoration.

JOHNSON, MATTHEY, & CO., Limited,

HATTON GARDEN, LONDON, E.C.,

REFINERS AND ASSAYERS TO THE BANK OF ENGLAND AND THE ROYAL MINT

Gold, Silver, & Platinum, in Liquid & Leaf,

FOR GENERAL DECORATION,

Also POWDERS for Dusting, Printing, and Pencilling.

BROWN GOLD for Potters

(SPECIALLY PREPARED).

ENAMEL COLOURS, LUSTRE COLOURS (Liquid and Powder).

OXIDES OF COPPER, COBALT, NICKEL, & URANIUM; GOLD ALLOY; BISMUTH

NOTE.—Every bottle of Liquid Gold bears our TRADE MARK, and is of guaranteed quality.

TRADE MARK

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE foremost half of February, in point of weather, told very badly against the turnover of the high-class retail merchants in these industries. The meteorological conditions were persistently changeable and unsettled, with wet and gusty intervals, so that shopping in all its many phases became reduced to a starved minimum, and of all shops and saloons those in the china, earthenware, glass and crystal lines suffered by far the most severely. Shortly after the middle of the month the weather improved somewhat in its behaviour, there being patches of dry frost, and altogether drier and more equable conditions of temperature. The acceptable change made itself felt beneficially in the daily doings of our retailers, but not at all up to anything of a conspicuous mark; and as the month draws to a close, the true revival of a comfortable condition of activity is still waited for. Our merchants recognise that the country, in the general industrial sense, is certainly recovering from the marked dulness so long prevailing; but they do not look for much good to themselves for yet a considerable time. It is conceded by most competent authorities in the trade that there is little or no chance of anything like fat times for them during the run of the present year. The most that is hoped for with any confidence is that, by the spring of 1907, if the general tendency in the interim continues as at present, the china, earthenware, glass, and crystal retail trade will enter at last into a period of comparative prosperity.

The experience, so far, of the wholesale merchants quite confirms the foregoing prognostication. Travellers have been calling for spring orders, and a number of them are still on that quest. They find what may be called the beginning of reaction in the direction of a better current of trade; but these, so far, are the merest beginnings, and orders of a liberal compass are hardly as yet to be come by, even in isolated and individual cases. The prices quoted are even more in favour of a stimulating of orders than has hitherto been the case, for in-cutting is loose and even rampant in some of the chief lines, although it is recognised that in really dull times in-cutting is of little avail in adding to the number or to the bulk of the orders going. The only change of market conditions pointing in an opposite or upward direction is found in glass goods, caused by the foreign makers having increased their values on the Scotch markets by about 10 per cent., an advance that on the instant operates towards a lessening of the glass orders given out; but it is, of course, possible that a little later on the advance will find itself justified. The home makers (glass) do not seem as yet to have followed the foreign example, so far, at least, as the Scottish field is concerned.

The position of Rockingham ware on the market seems to go from bad to worse. It is now not only every maker for himself alone, but every maker against all the rest of his brother makers, leading to increased rivalry, and to a shaving away of profits in a degree that borders on recklessness, and all that without giving satisfaction to any section of the trade, the retail distributive section not excluded. Up to the time of writing there is nothing on report in the direction of the makers trying for some practicable remedy: but surely the time for this cannot be indefinitely postponed.

The report as to the conditions in the stoneware industry in Scotland is not quite so bad as it is with regard to the foregoing, but there is as yet nothing of positive amendment to announce, unless it is to be found in the circumstance that the stoneware potteries have improved a little of late weeks in the bulk of the production put through. This, perhaps, indicates that some kind of renewed agreement between the makers (about half a dozen of them altogether) is believed to be a likely development within a couple of months or thereby. It is understood that there have been conferences (informal only) already, and it is expected that before very long something like planned and organised deliberation will take place.

An Aristocratic Potter.—The Grand Duke of Hesse has recently registered himself at Darmstadt as proprietor of the Grand Ducal Potteries there, and has received a licence to trade.

Fond of his Crockery.—A provincial paper recently made reference to a pottery collecting Baron who "had packing-cases made for the vases on his chimney-piece, so that whether he took his annual cure at Buxton or at Homburg he might still draw light and inspiration from the contemplation of Green Sèvres, and might forget the terrors of black horse-hair and crimson flock in the society of Dresden Shepherdesses."

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

BOTTLES, No. 660.—E. Bethel. Improvements in the manufacturing of bottles and bottle stoppers. Jan. 10, 1906.

CLEANING CLAYS, No. 1,105.—M. Bohm. An improved method for cleaning and separating clays and apparatus therefor. January 15, 1906.

DECORATING POTTERY, No. 2,943.—F. Mountford. A machine or apparatus for decorating pottery and other ware. Feb. 7, 1906.

DECORATING POTTERY, No. 3,274.—F. Mountford. A new or improved device for decorating pottery ware and the like. February 10, 1906.

DEVELOPING DISH, No. 1,883.—S. Dawe and J. C. Thompson. Non-splash developing dish. Jan. 25, 1906.

DISH COVER HANDLES, No. 1,031.—S. Worrall and S. Hall & Co., Ltd. Improvements in solid dish cover handles and the like. January 15, 1906.

DISHES, No. 2,309.—W. R. Comings. Improvements in baskets or dishes. Jan. 30, 1906.

DRAWING GLASS, No. 2,879.—J. A. Chambers. Improvements in apparatus for drawing glass. (Date applied for under Patents Act, 1901, Feb. 15, 1905.)

DRAWING GLASS, No. 3,002.—O. Imray. (The Window Glass Machine Company, United States.) A method of drawing hollow glass articles and apparatus therefor. Feb. 7, 1906.

FIREPROOF WARE, No. 831.—F. Rosebottom. Improvements in and connected with the manufacture of acid and fireproof ware. January 12, 1906.

GLASS GLOBOGRAMS, No. 1,136.—T. T. Russell. An apparatus or mould for fashioning or forming glass globograms, and which designates a method whereby pictures, scenes, monograms, trade marks or other devices may be impressed on hollow glassware in bas relief. January 16, 1906.

GLASS POLISHING, No. 2,132.—H. A. Walrich. Glass polishing machine. January 27, 1906.

HOT WATER BOTTLES, No. 2,778.—J. B. Brooks and J. Holt. Improvements in hot water bottles and like receptacles, and in fittings to be used therewith. February 5, 1906.

INK BOTTLES, No. 575.—N. Quittner. Improvements in and relating to ink bottles. January 9, 1906.

LAVATORY BASINS, No. 675.—W. Manley. Improvements in and relating to lavatory basins, baths, and the like. Jan. 10, 1906.

MUSTARD POT, No. 2,708.—M. Henger. An improved mustard pot. February 3, 1906.

SPITTOONS, No. 628.—A. Garfein. Improvements in spittoons. (Date applied for under Patents Act, 1901, Jan. 13, 1905).

WORM, No. 1,171.—R. Stavenicek. Improvements in and relating to a compressing and transmission worm specially adapted for rolls of clay. January 16, 1906.

Specifications Published.

1904.

29,062.—Johnson (Millville Machine Co.). Machines for blowing hollow glass ware.

26,258.—Leistner. Machines for the manufacture of glass bottles and other vessels.

1905.

9,542.—Mitchell. Letters for forming announcements on glass windows and other plain surfaces.

11,610.—Speer & Taylor. Method of apparatus for manufacturing wire-glass.

14,055.—Paton. Sprinkling boxes or bottles.

20,507.—Haddon (Whitehall Tatum Co.). Bed pans or urinals.

25,095.—Wolf. Glass-blowing machines.

8,439.—Townsend and Hugh Stevenson & Sons, Ltd. Protective packing for plates, dishes, or other similar articles of earthenware, china, porcelain, glass, or the like.

12,474.—Taylor. Sink and bath in combination, the bath forming the pedestal to the sink, for use in cottages.

21,622.—Watrous. Water-closet basins and means for flushing the same.

7,086.—Turner. Decoration of ceramic ware, and the like.

10,333.—Christie. Preparation of clay to render clay smoking pipes unbreakable.

18,431.—Baldwin. Method for making wire glass.

Designs.

469,083.—A. F. C. Bentley, 12, Sewardstone-road, Waltham Abbey.

469,206.—Burgess & Leigh, Middleport Pottery, Burslem.

469,746.—R. T. Grocott, Whitehall Works, Longport.

469,747.—Henry Richards Tile Co., Pinnox Works, Tunstall.

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TRADE MARK.

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DEPT. D, GROUP 45, CERAMICS.

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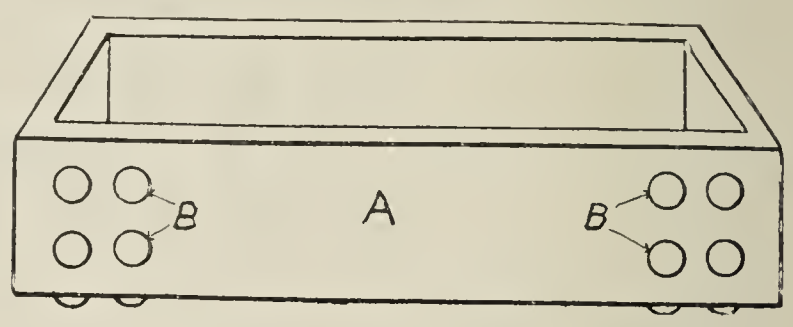
GOLD MEDAL AT THE LIMOGES EXHIBITION, 1903.

469,820.—Liberty & Co., Ltd., 28, Warwick-street, W.
469,860.—T. Rathbone & Co., Tunstall, Staffs.
469,921–3.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
469,992—470,000.—M. Levien, 9, Ely-place, Holborn Circus, E.C.
470,055–7.—Henry Richards Tile Co., Tunstall.
470,065.—R. Bertholdt, 28, Red Lion-street, E.C.
469,210.—E. Taylor, 52, Hanover-street, Liverpool.
469,988.—Davies, Kent & Stewart, Ltd., Berners-street, W.
470,127.—Jules Lang & Son, 16, Bury-street, E.C.
470,194.—Grimwades, Ltd., Stoke-on-Trent.
470,749.—Emma Bowler, The Precincts, Canterbury.
471,063.—D. Ch. Argyropoulos, Piraeus, Greece.
471,064.—W. N. Hibbert, 111, Knight's Hill-road, S.E.
471,111.—E. J. Caley, Chapel Field Works, Norwich.
471,112.—R. T. Groeott, Whitehall Works, Longport.
471,167.—Mintons, Ltd., Stoke-on-Trent.
471,182–3.—Doulton & Co., Ltd., Nile-street Works, Burslem.
471,231–2.—Taylor, Tunnicliff & Co., Ltd., Eastwood, Hanley.
471,342–3.—W. T. Copeland & Sons, 3, High-street, Stoke-on-Trent.
471,380–4.—Rhodes Tile Co., Ltd., Burslem.
471,385.—T. Goode & Co., 19, South Audley-street, W.
471,340.—George Clarke & Sons, Rishton, Lanes.
471,386.—Empire Porcelain Co., Stoke-on-Trent.
471,407–8.—E. Coignet, 20, Rue de Londres, Paris.
471,441.—Rubian Art Pottery, Ltd., Fenton.
471,475–7.—Henry Richards Tile Co., Tunstall.
471,478.—T. McIlwrick, 32, Roseburn-terrace, Edinburgh.
471,479.—Wileman & Co., Longton.
471,522–3.—Rhodes Tile Co., Ltd., Burslem.
471,692.—Johnsen & Jörgensen, Ltd., 4–6, Bury-court, E.C.
470,610.—J. Donkin, 4, Albert-road, Bournemouth.
471,539.—Voelker Lighting Corporation, Ltd., Wandsworth.
471,617.—J. J. Griffith & Sons, Ltd., Kingsway, W.C.
471,761–8, 471,769–70.—S. Reich & Co., 23, Aldermanbury, E.C.
471,837.—J. W. Sharman, 37, Langsett-road, Sheffield.
471,853.—Doulton & Co., Ltd., Burslem.
471,926–8.—Furnivals, Ltd., Cobridge, Staffs.
472,019–24.—Henry Richards Tile Co., Tunstall.
472,025.—Wileman & Co., Longton.
472,026.—J. E. Beard & Co., Ltd., 10, South Castle-street, Liverpool.
472,063.—R. T. Grocott, Whitehall Works, Longport.
472,064–76.—S. Reich & Co., 23, Aldermanbury, E.C.
472,077–78.—H. & R. Johnson, Cobridge.
472,079.—Doulton & Co., Ltd., Burslem.
470,129.—J. Preston, 105, Barker's Pool, Sheffield.
470,268.—Ph. Rosenthal & Co., A–G., Selb, Bavaria.
471,341.—W. T. Copeland & Sons, 3, High-street, Stoke-on-Trent.
472,172.—R. T. Groeott, Whitehall Works, Longport.
472,173.—Booths, Ltd., Tunstall.
472,207.—J. Lang & Son, 16, Bury-street, E.C.
472,292–3.—J. Macintyre & Co., Ltd., Washington Works, Burslem.
472,292–3.—Rhodes Tile Co., Ltd., Burslem.
472,300.—C. Crop & Sons, Homerton, N.E.
472,301.—Johnsen & Jörgensen, Ltd., Bury-street, E.C.
472,327.—Rubian Art Pottery, Ltd., Fenton.
472,328.—H. M. Williamson & Sons, Bridge Pottery, Longton.
472,329.—Wiltshaw, Robinson & Son, Stoke-on-Trent.
467,899.—T. Hawksley, 357, Oxford-street, W.
471,201.—E. Schwerin, 29, Schmidstrasse, Berlin.
472,205.—Aplin & Barrett & Western Counties Creameries, Ltd.
472,299.—General Electric Co., Ltd., Queen Victoria-street, E.C.
472,377.—Winsor & Co., Ltd., 52, Buckingham Palace-road, S.W.
472,469–70.—Furnivals, Ltd., Cobridge.
472,480.—Falk, Stadelmann & Co., Ltd., 83, Farringdon-road, E.C.
472,576–7.—W. H. Goss, Edward-street, Stoke-on-Trent.
472,625.—Reynolds & Sons, Stoke-road, Stoke-on-Trent.
472,627–33.—Worcester Royal Porcelain Co., Ltd., Worcester.
472,754.—Hopkins & Co., Hose-street, Tunstall.
472,872.—Grimwades, Ltd., Stoke-on-Trent.
472,873.—M. Emanuel & Co., 41 and 42, Shoe-lane, E.C.
472,950.—Wileman & Co., Longton.
472,951.—C. Allerton & Sons, Park Works, Longton.

Latest Complete Specification.

Improvements in Earthenware and other Sinks, Baths, Wash-tubs, &c.—W. Smith, Westlea, Bishop Auckland, declares this invention to be as follows:—A great evil is experienced in and with sinks, baths, wash-tubs, and other similar articles, whether they are made of earthenware or fireclay, or other suitable materials that have to be and are burnt in kilns and other appliances in that such burning leaves such greatly disfiguring marks on the surfaces of these articles, whether such surfaces are enamelled or glazed or otherwise finished off, and it is difficult even if it be not absolutely impossible to erase such disfiguring marks, and even properly to hide them. Now the object of my invention is to obviate and remedy this evil by preventing the appearance of these aforesaid greatly disfiguring marks on the surfaces of these articles in a cheap and simple but highly effective and efficient manner. To carry out this object I create on the ends or the sides or the bottoms thereof protuberances in the desired number and at the desired positions and of the desired shapes and sizes and configurations, and these protuberances would be arranged on such outer surfaces as may be desired in such a manner as may be expedient. The articles made with these protuberances, when they are "set" in the kilns, will rest on the protuberances, and will not need any pieces of clay or brick or any other material whereon to rest, and

FIG. 1



their flat surfaces will be entirely free from contact with any other surface or thing whatever, whereby no disfiguring or any marks can be made thereon as is my object. It is preferable to leave the prominent parts of these protuberances without any glazing or other matter thereon whereby it will be rendered impossible that they should adhere to anything or that anything should adhere to them when they are to be drawn from the kilns after treatment. When the articles are finished the protuberances can easily and quickly be painted, varnished, enamelled, or otherwise treated as may be desired to prevent them being possibly eyesores, and even to cause them to become ornaments. For this latter purpose it may also be desirable to form of earthenware fireclay, metal, wood, glass, or other material caps or covers for these protuberances, which caps or covers could likewise be painted or otherwise treated as aforesaid, and could be attached on and over the protuberances by cement or other appropriate means.

New Foreign Patents.

United States Patents.

806,119.—J. D. Dilworth, Salem, N. J. Device for manufacturing bottles.
806,232.—J. W. Allen, Kansas City, Mo. Jar and cover.
807,134.—J. J. Shuttleworth, Ryde, near Sydney, New South Wales. Fastening for bottles and like containers to present them being fraudulently re-used.
807,298.—J. J. Lubbers, Alleghany, and S. L. Bodine, Berwyn, Pa. Manufacture of glass sheets.
807,306.—H. B. Murdock, Detroit, Mich. Variable speed mechanism for glass-working machines.
807,066.—P. Ebeling, Moundsville, W. Va. Manufacture of glassware.
807,268.—J. T. Higbee, Millville, N.J. Paddle for carrying glassware to the tempering leers of furnaces.
808,804.—C. L. Betz, Rochester, Pa. Glass-melting pot.
808,202.—J. Hunter, Los Angelos, Cal. Clamp for carrying plate-glass.
12,407.—G. H. Harvey, Glenfield, Pa. Glass-drawing machine.
808,358.—J. A. Frank, Wellsburg, W. Va. Glass furnace.

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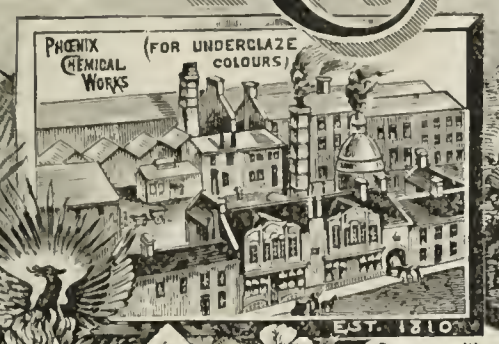
Agents: MESSRS. B. F. DRAKENFELD & CO, 27, Park Place, New York.

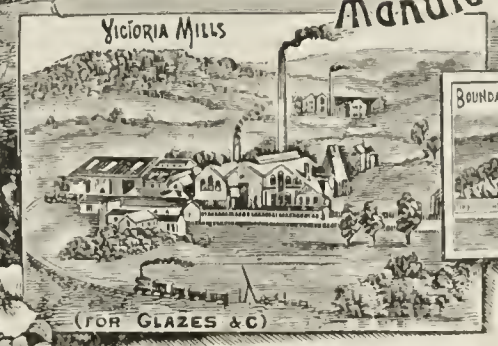
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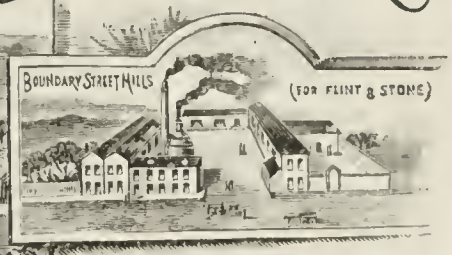
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Alumina, Pure
Antimony, Metallic
" Crude
" White Oxide
" Grey "
" Glass of "
Arsenic, White
Barytes, Carbonate
" Chromate
" Sulphate
" Nitrate
Bismuth, Metal
" Oxide
Borax, Calcined
" Glass of
Chrome, Green Oxide
Cobalt, Black Oxide
" Prepared Oxide
" Carbonate
" Blue
Copper, Black Oxide
" Red "
" Cyanide "
" Green Carbonate
" Acetate
" Sulphate
Copperas, Green and Calcined
Crocus Martis
Cryolite, Ground
Iron, Grain Chromate
" " " Waterground
Carbonate
Red Oxide
" Sulphate
Lead, Acetate
" Chloride
" Chromate, Orange
" " Red
" Nitrate
Lime, Borate of
" Chloride of
" Phosphate, Levigated
Litharge, Ground
" Flake

OXIDES, &c. (*continued.*)

Magnesia, Carbonate
Manganese, Needle Crystals
" Black Oxide
" Carbonate
" Borate
" Com. Body Staining
Mercury, and its Preparations
Nickel, Oxide
Ochre, Yellow and Red
Potash, Bichromate
" Carbonate
" Nitrate
Silver, Precipitated
Soda, Bicarbonate
" Caustic
" Silicate
" Ash
" Phosphate
" Hyposulphite
Tin, Grain and Refined Ingots
" Oxide
" " Special for White Enamel
" Ash
Titanium Ore or (Rutile)
Umber, Turkey, Raw and Burnt
Uranium Oxide
Zaffre Blue
Zinc Oxide, White
" Stone Colour
" Carbonate
" Cyanide

Materials for FRITTING PURPOSES.

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Barytes, Carbonate
Borax, English Refined
Boracic Acid "
" Acid, Tuscany
Lead, Potter's White
" Best Red
Nitre, Refined and Unrefined
Pearl Ash
Soda Crystals
Whiting, Best Potter's, &c.

Materials for Brick Glazing and Iron Enamelling Purposes.

Ball Clay
China Clay, Special Best White
Cornwall Stone
Felspar, Ground Swedish
Flint, Ground
Flint Glass, Ground
Flux, No. 8
Fluorspar, Ground Derbyshire
" Finest Ground White
Lynn Sand, Waterground & Unground
Plaster, Best White
Quartz, Ground
Whiting (Paris White), Best Quality
Zinc, Oxide

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Acid, Fluoric
" Muriatic, Pure and Commercial
" Nitric " "
" Nitrous " "
" Sulphuric " "
Ammonia Liquid 880
Balsam, Canada
" Copaibæ
Colza Oil, Best Refined
Fat Oil
Glycerine
Groundlayer's Oil
Linseed Oil, Best Old
Machine Oils, all kinds
Myrbane
Naphtha, Rectified Wood
" Mineral Coal Tar
Oil of Aniseed
Oil of Thyme
Oil of Lavender
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Irish Moss, Best Selected
Glass Mullers
Glue, Various Qualities
Gold Alloy
Gum Arabic
" Tragacanth
" Mastic
Gutta Percha Acid Bottles
Hematite, Ground
Ironstone, Ground
Iron Scales
Japanese Red (Salmon Body Stain)
Lead Fritt
Mortars and Pestles
Pitchers, Ground
Pitch, Black
" Burgundy
Potters' Glazes
" Fritt
" Horns
Press Cloths
Printers' Palette Knives
" Flannel
Printing Paper, &c.
Pumice Stone, Lump and Ground
Red, Venetian
Resins, all kinds
Rose Pink
Saltpetre
Sal ammoniac
Sienna, Raw and Calcined
Silk and Wire Lawns
Silica, Ground
Shellac
Sponges, Fine Turkey
" Common
" Root
Sulphur, Flowers of
Roll, &c. &c.

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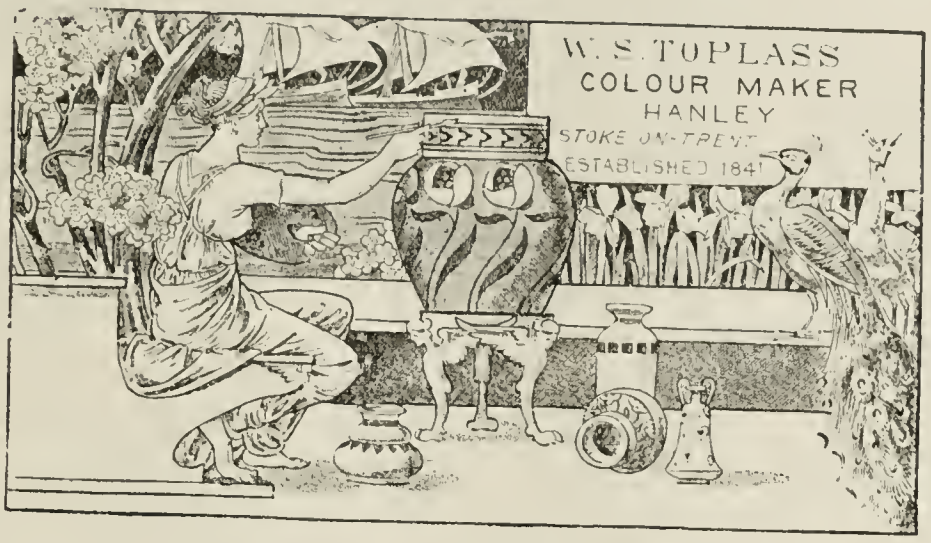
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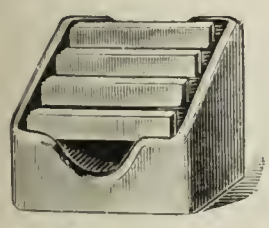
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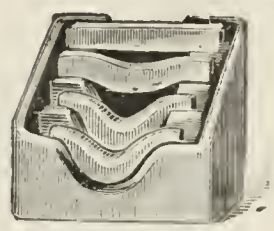


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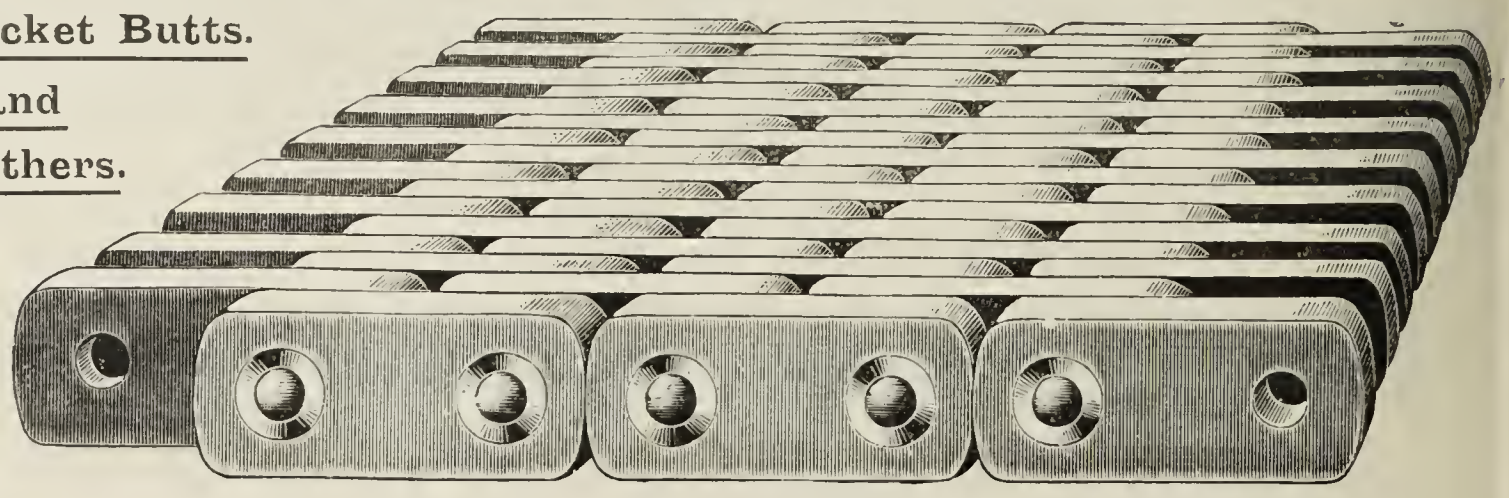
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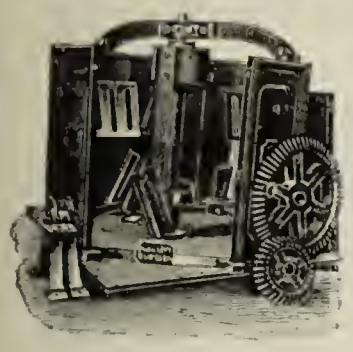
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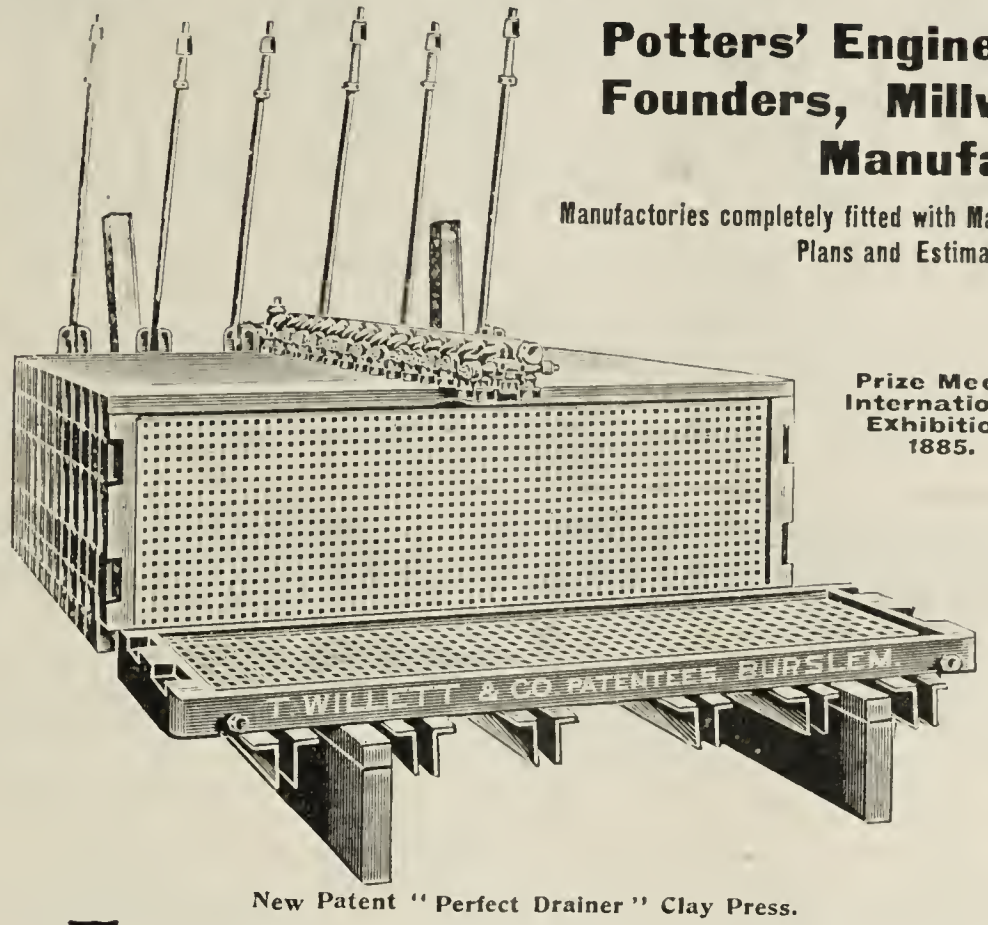
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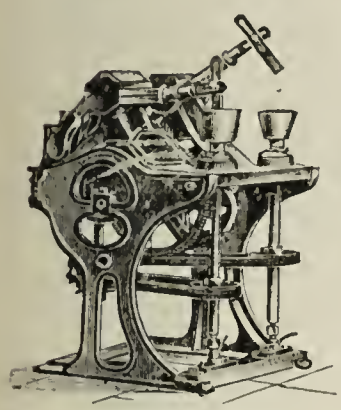


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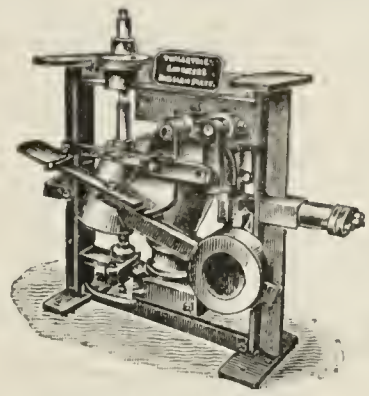


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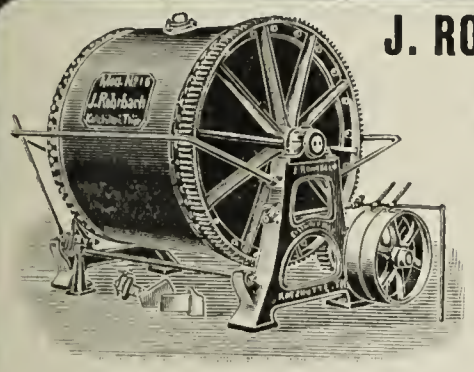


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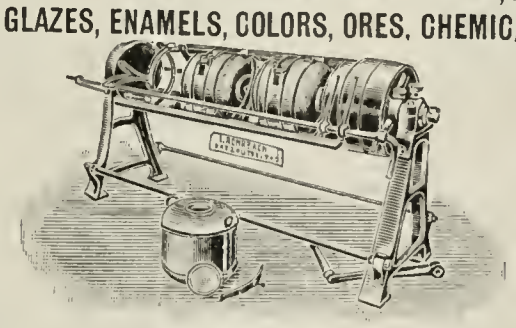
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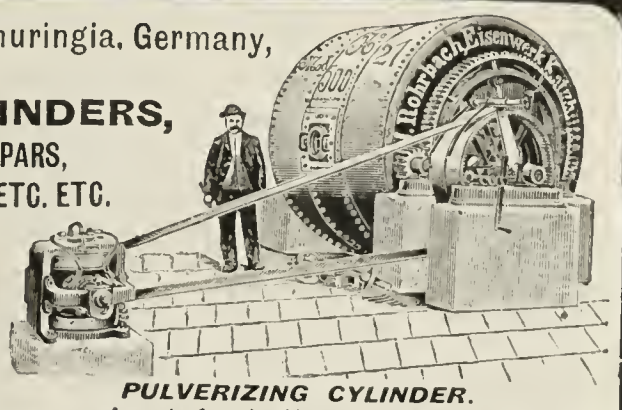
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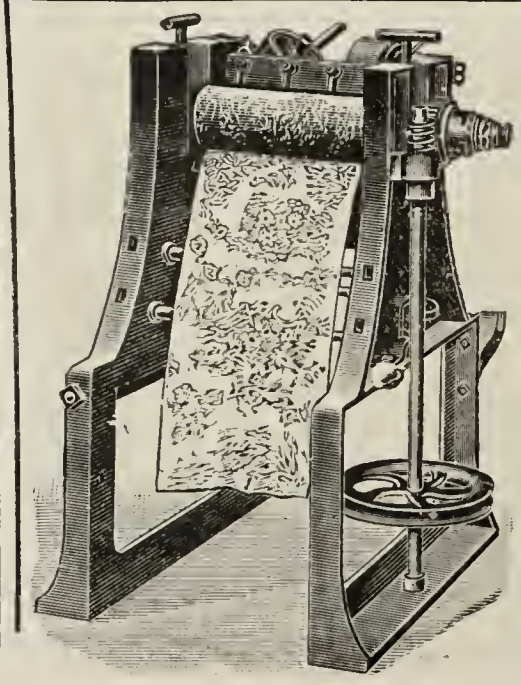


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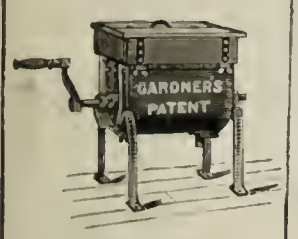
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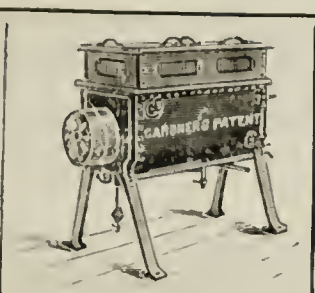
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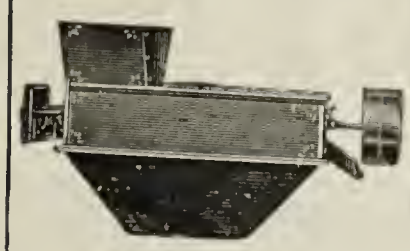
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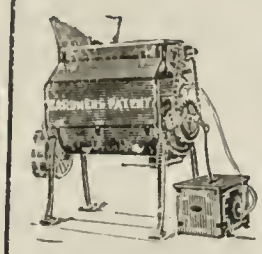


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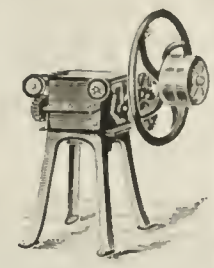


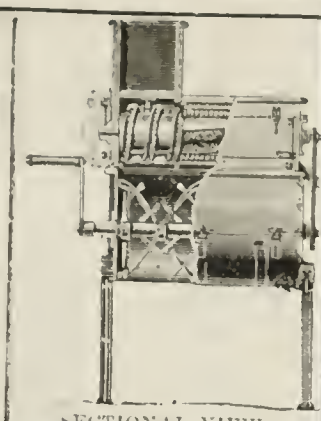
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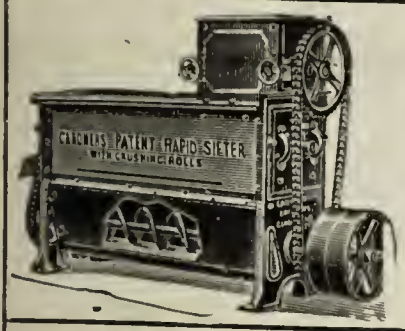

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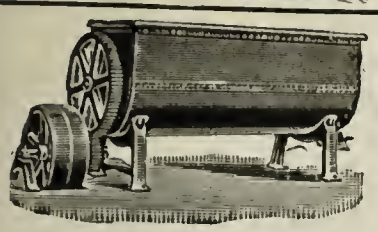
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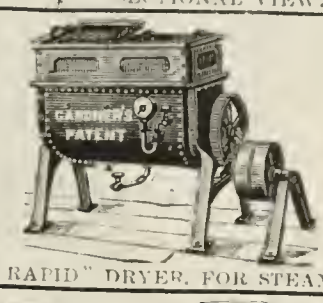
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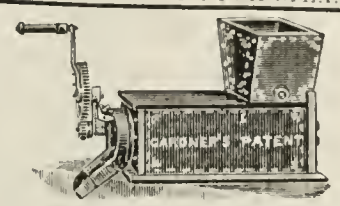
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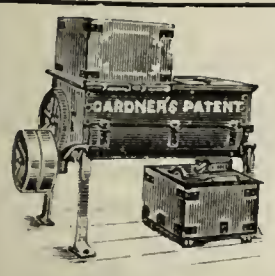

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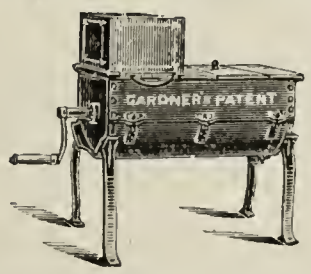
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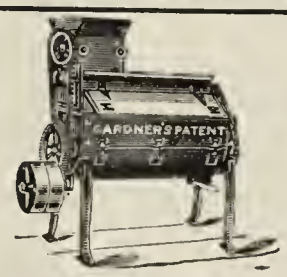
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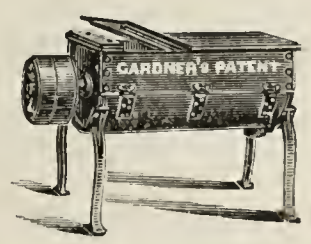
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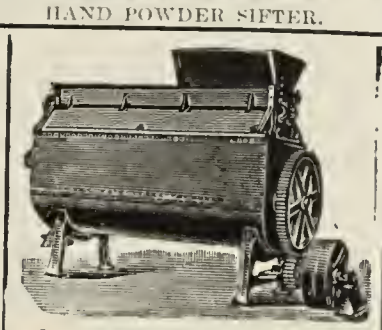
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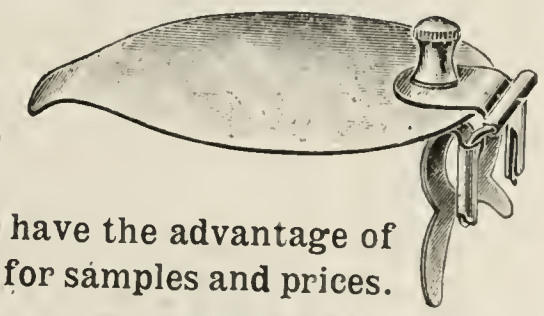


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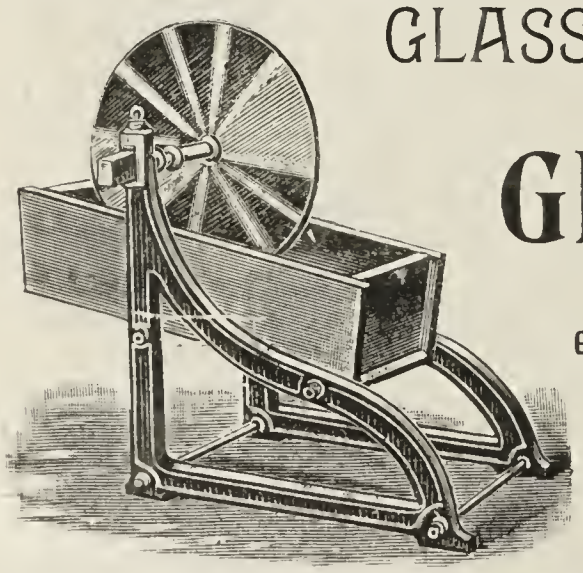
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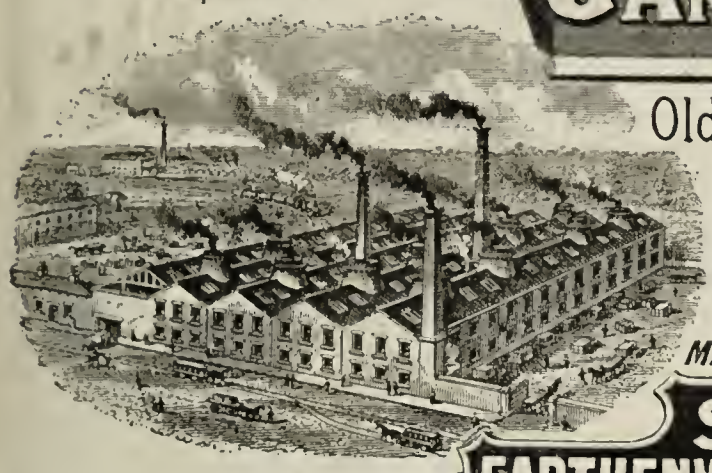
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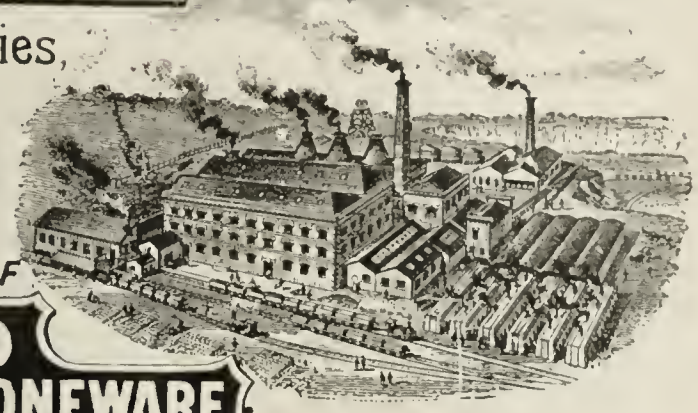
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Continued on page 384.

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Special Trade Announcements—
continued from page 382.

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AN APOLOGY.

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29TH JANUARY, 1906.

To the Worcester Royal Porcelain Co., Ltd.

GENTLEMEN,—We wish to express to you our sincere regret and apology for having exhibited for sale in our shop in Regent Street, under the description of "Worcester China," certain china not manufactured by you or your predecessors in your business, and for having on the 4th of January last sold to your representative, specimens of the said china which were described as "Worcester," whereas they were not, in fact, manufactured by you or your predecessors.

We admit that by so doing we have inadvertently contravened the Merchandise Marks Acts, and have rendered ourselves liable to legal proceedings.

In consideration of your refraining from taking proceedings against us, we have paid the expenses to which you were put in connection with the purchase of the said china, as aforesaid, and your solicitors' costs, and we hereby undertake not again to expose for sale or sell any china or porcelain under the description of "Worcester," or any other description of which the word "Worcester" forms part, unless the china or porcelain has been manufactured by you or by your predecessors in your business.—Yours faithfully,

For Hamley Bros., Ltd.,
E. T. HAMLEY, *Director.*

Legal.

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NOTICE IS HEREBY GIVEN that the Partnership lately existing between John Dynon, James Dynon, Michael Hogan, and John Edward Dynon, carrying on business as Glass and China Merchants in George-street, Sydney, New South Wales, Australia, under the style or firm of "John Dynon, Son & Co.," determined by effluxion of time on the 31st day of December, 1904.

Dated this 25th day of February, 1905.

Signed {JOHN DYNON, JAMES DYNON, MICHAEL HOGAN, JOHN E. DYNON.

JOHN DYNON, SON & CO.

Referring to the above advertisement, I beg to state that by Public Tender, and in terms of the Deed of Partnership of the late firm of John Dynon, Son & Co., I duly acquired their business so long carried on by them in Sydney, New South Wales, and will continue to carry on business under the name of John Dynon, Son & Co., at Sydney, on my own behalf.

JOHN E. DYNON.

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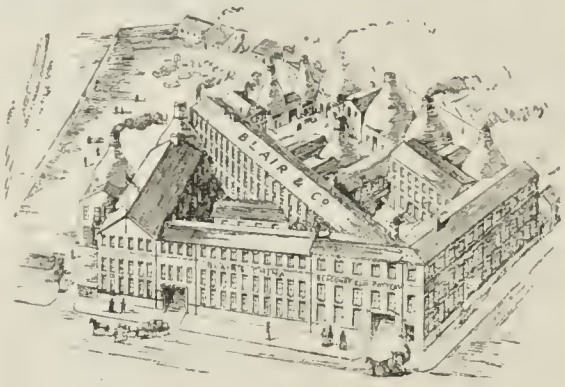
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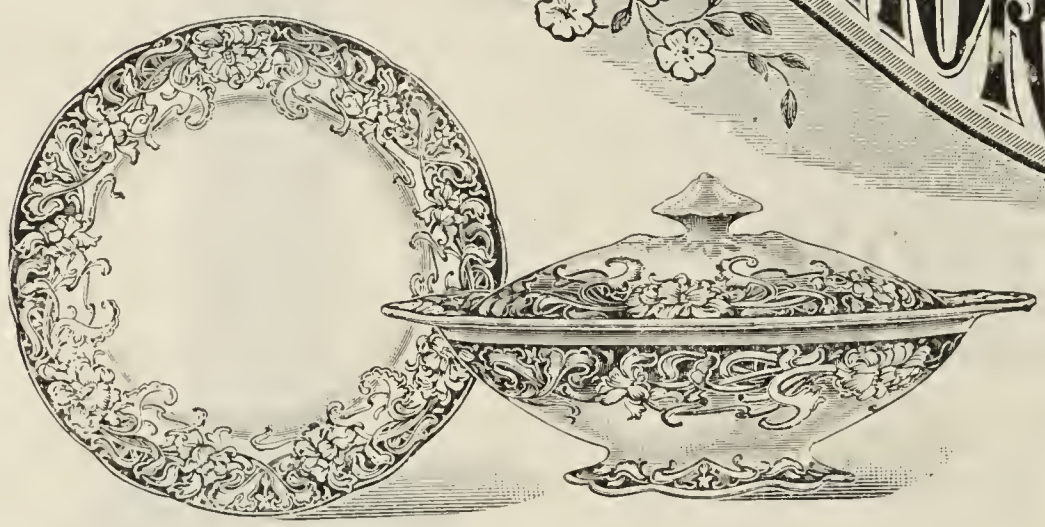
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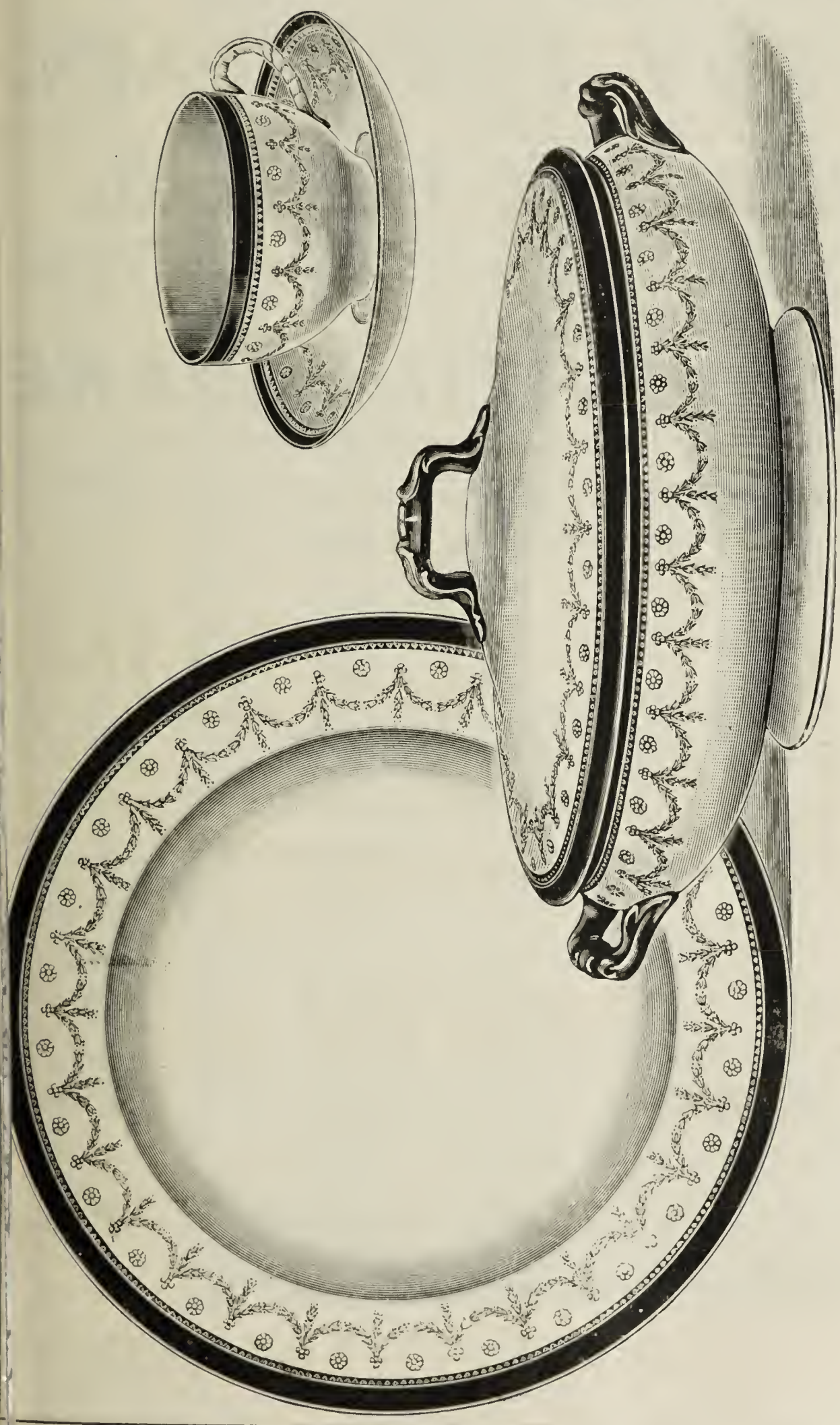
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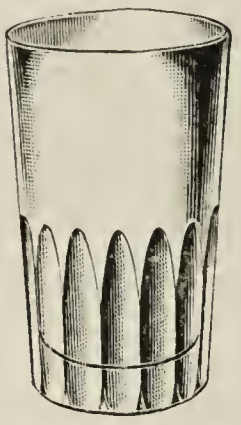


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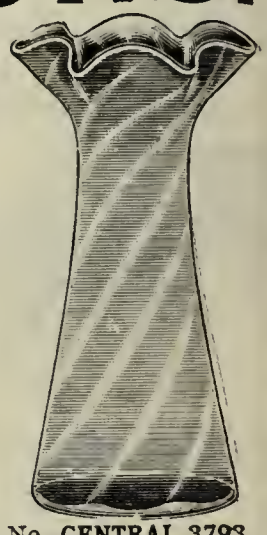
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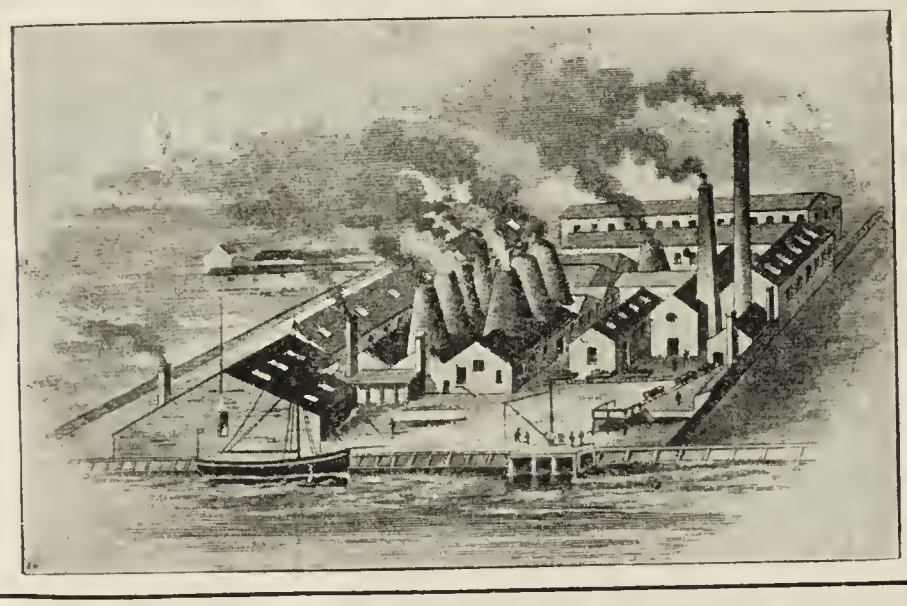
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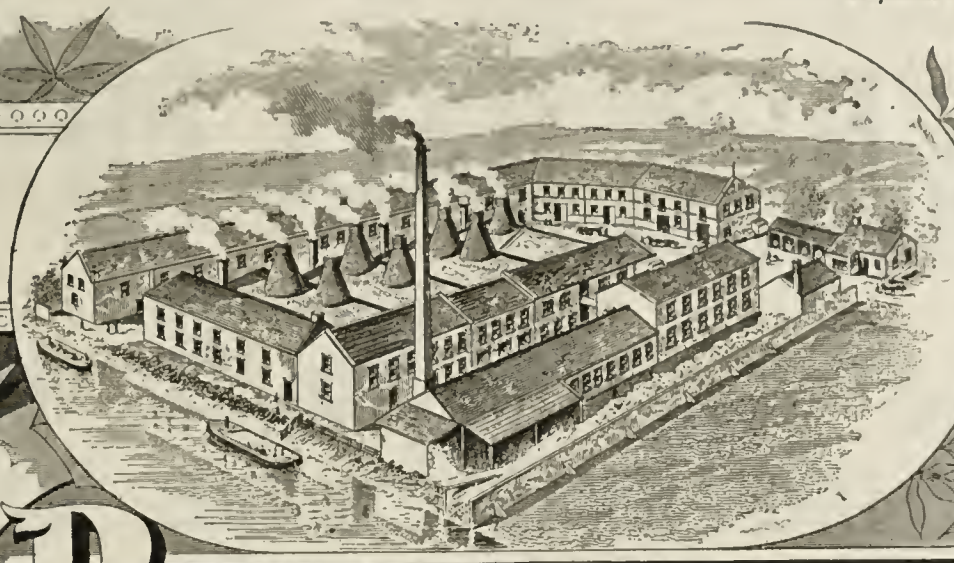
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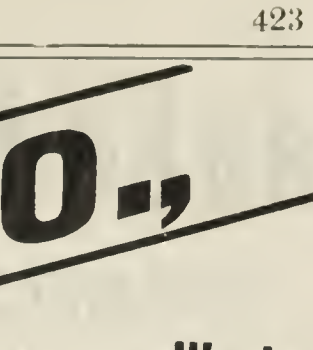
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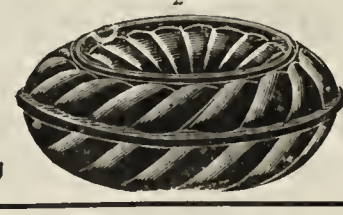
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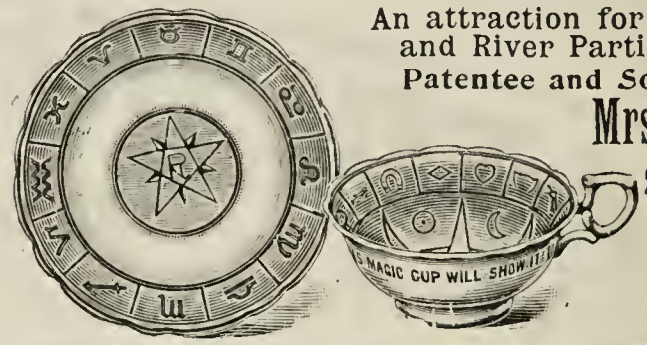
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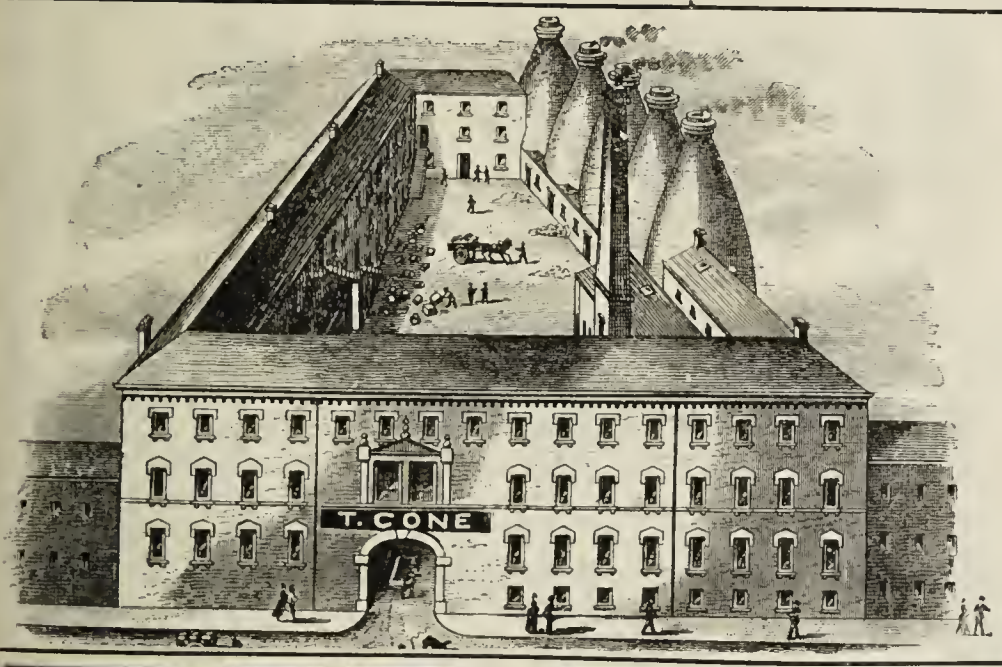
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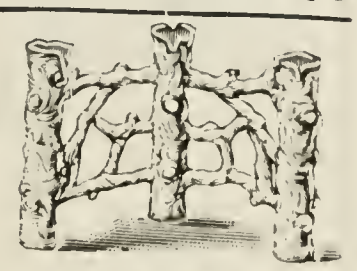
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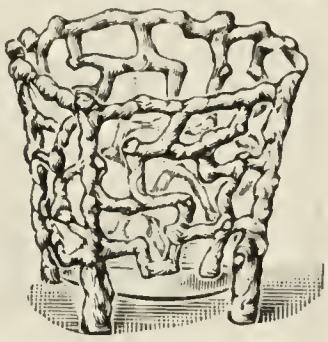


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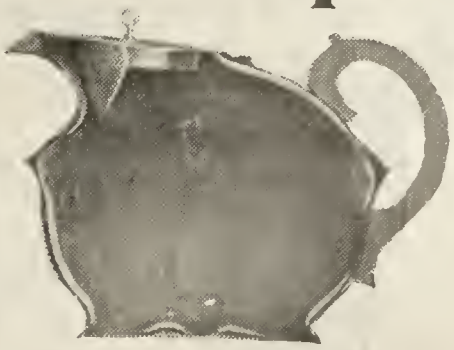
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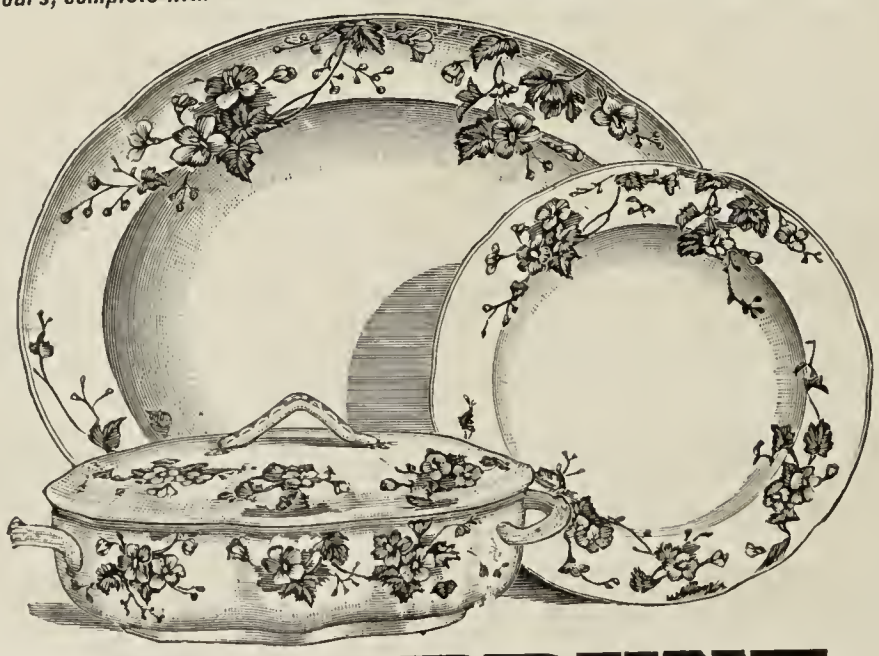




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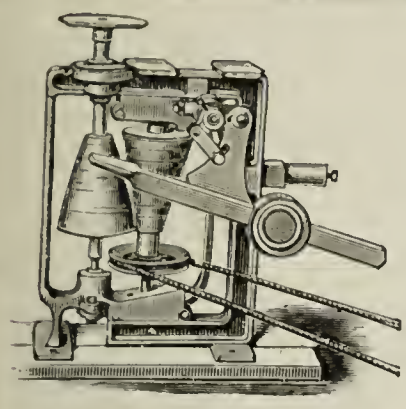




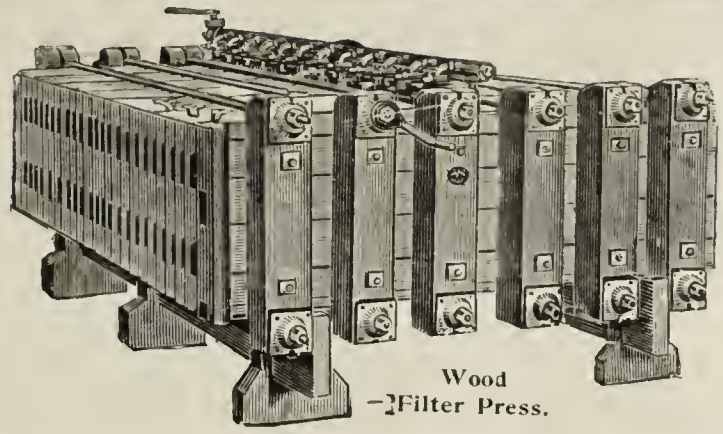


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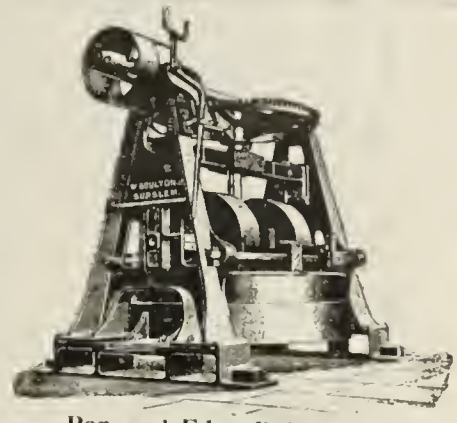
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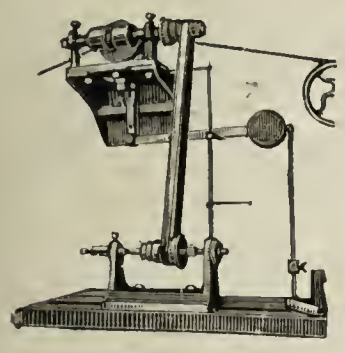
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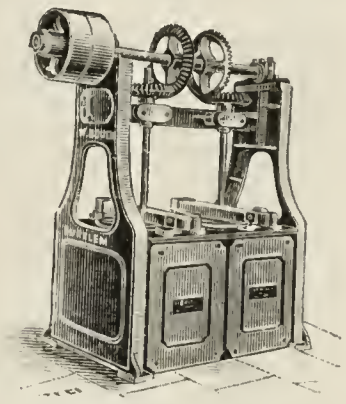
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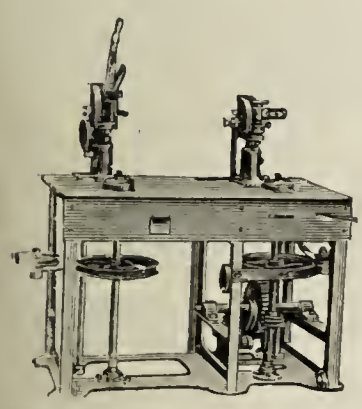
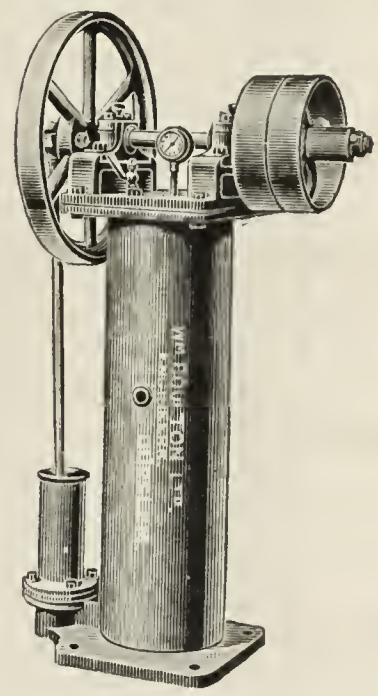
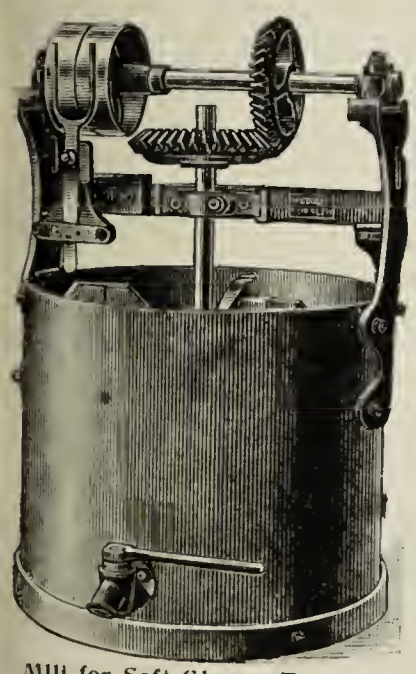


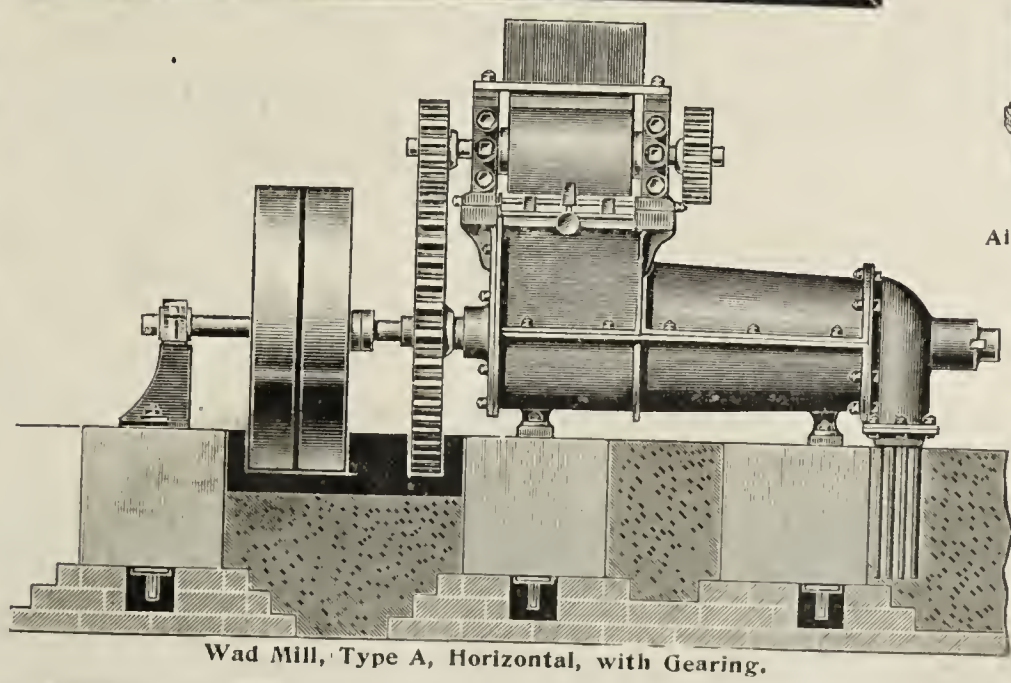
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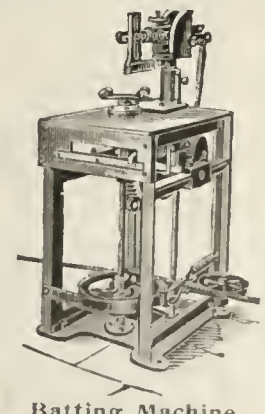
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Editorial Notes.

SHIPPING CHARGES ON BRITISH GOODS.

AT the sitting of the Annual Conference of the Associated Chambers of Commerce held at the Hotel Metropole, London, last month, there was a discussion on the unjust handicapping of British goods by British steamship companies. This subject has been discussed times without number at meetings of chambers of commerce, at meetings of manufacturers, and in the Press, until really there is nothing new to be said about it. In driving a nail home through a stubborn piece of wood, there is nothing for it but to keep on hitting the nail on the head. The process may seem monotonous, but it cannot be varied with advantage. Chambers of commerce can only keep on drawing attention to the anomalous preferential treatment of shipping freights. We have detailed this treatment so frequently in this journal that it will only be necessary for us to give the text of the resolution moved on Wednesday by the representative of the Birmingham Chamber. Mr. Goodman moved, "That this association is of opinion that the preferential treatment accorded by British steamship companies to foreign freights, particularly in connection with shipments to South Africa, Australia, and New Zealand, is injurious to the commercial interests of the United Kingdom." Mr. Goodman's statement that British shipping companies gave foreigners more favourable freights than they charged for British goods reads more like an extract from one of Gilbert and Sullivan's comic operas, than the serious statement of a member of a chamber of commerce. He pointed out how highly injurious these preferential rates were to British interests. He gave an instance of goods shipped from Hamburg to New Zealand by a vessel calling at London, at 31s. a ton, while the same goods if manufactured in Birmingham, and shipped from London by the same steamer, would be charged 60s. per ton. We can supplement this by a case we mentioned some months ago, of a firm who had some oil to send from Hull to South America. If they had paid the freights charged from Hull there would have been no profit on the consignment, so they sent their oil to Hamburg, and had it shipped from that port at the prefer ential rates, by the very same vessel that would have carried it at the higher rate from London. Mr. Goodman suggested that a deputation should wait on the President of the Board of Trade with the object of securing equality of treatment for British shippers. The resolution was adopted, and we hope speedy measures will be taken to give effect to it. Nothing but persistent and hard hammering will ever drive this nail home.

AUTOMATIC VINDICATION.

WAS it not a clergyman—and a local one, too—who charged the manufacturers of the Potteries with absolute indifference to the welfare of the people who worked for them, and amongst whom they lived? Those who were best acquainted with manufacturers in our trades knew that there was no foundation for what was a gross slander. The practical interest of potters, not only in their own workpeople, but in the general well-being of the inhabitants of the pottery towns, had often been manifested before that charge was made, and we have had several splendid

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instances of it since. Another one was recently announced. At a meeting of the Burslem Town Council on March 12 the following letter, addressed to the Town Clerk by Mr. S. Gibson, was read. (The letter was dated February 22 at Cairo) : —"Referring to our conversation a few weeks ago, please inform the Council at their next meeting that it is my intention to place at their disposal for investment the sum of £1,000 (one thousand pounds), the interest to be used for providing free meals, clothing, &c., for children five years old and upwards attending the elementary schools under the Council. This fund to be called 'The Gibson Poor Children's Fund.'" Needless to say the Councillors present expressed the warmest appreciation of Councillor Gibson's thoughtful generosity, a feeling which is shared by all who take an interest in the Potteries, and amongst whom we claim to be included.

THE COLONIAL POSTAGE QUESTION.

FREIGHT questions are a sufficiently prolific source of irritation to the trading community for us to be able to claim a certain amount of sympathy from our readers when we indulge in a grumble concerning a matter which corresponds in trade journal affairs to the carriage items on the books of the merchant or manufacturer. We refer to the high rates of postage in general, and, in particular, to those which are charged on periodicals and magazines sent to Canada from the United Kingdom. In a letter to the "Times" recently Mr. A. Mosely remarked that these rates were far in excess of the cost of sending similar articles from the United Kingdom. He adds: "The practical result is that nearly the whole of the literature current in Canada is supplied by the United States, and the people's ideas and sentiments are, in consequence, continually turned across the border to their near neighbours instead of to England, as would be the case were the bulk of the reading matter to emanate from this side." Commenting on this letter, the "Spectator" points out that with American periodicals come American advertisements, and the British trader and manufacturer are put at a disadvantage. The POTTERY GAZETTE, at any rate, is a British trade periodical which manages to circulate extensively in Canada, but only at a heavy cost to the proprietors. We are enthusiastic advocates of inter-Imperial trade, and we feel that such a tax as is put upon us and our contemporaries is unjust, besides being detrimental to the cause we have at heart. We are glad to note that a question on the subject has been put to the Postmaster-General, and trust that the matter will not be allowed to rest, but will be carried on to a satisfactory conclusion.

Obituary.

WILLIAM STALKER.—AGED 59.

WE regret to announce that Mr. William Stalker died on March 19 last, at his residence, 11, Arnside-road, Southport. Mr. Stalker was a very well-known man, and highly respected both in commercial and social circles. He had for many years been connected with the china and glass trade, and was a member of the U.R.C. Travellers' Association. His principal journeys were to the West of England, Midlands, North of England, Scotland, and Ireland. His ability as a salesman of high-class and medium goods was very manifest. His earliest association with the trade was his representation of Messrs. Wittman, afterwards Wittman & Roth, Marlborough-street, London, importers of Bohemian glass. He afterwards represented Messrs. Sanderson & Young, pottery agents. He was with this firm a number of years, and some eight years ago joined the firm of Messrs. Wileman & Co., Longton, with whom he was very successful. About twelve months ago his connection with Messrs. Wileman & Co. terminated, and he transferred his services to the Sutherland Pottery, Fenton. His general health was shaken, but he would not give up the work until he completely broke down at the Bank Hotel, Bristol. He then came home and for some months was invalided, and, feeling he might not be able to resume his activities on the road, his connection with the Sutherland Pottery was terminated. However, he rested at home, and regained strength, and about four weeks since he entered the services of Messrs. Birks, Rawlings & Co., china manufacturers, Stoke-on-Trent, taking Scotland and the North of England. On reaching Newcastle he felt indisposed, and returned home on March 16. He felt much better for a time, but on the night of March 18 he awoke, saying in response to Mrs. Stalker's query, that he had a great pain, and turned over. Mrs. Stalker immediately sent for the doctor, who was present in a few minutes, and used every possible means of resuscitation, but all efforts were futile. The remains were laid in the Southport Cemetery, on March 22, in the presence of his sorrowing wife and daughter and many relatives and friends.



MR. WILLIAM STALKER.

Detecting Preliminary Symptoms of Lead Poisoning.—Notwithstanding the regulations introduced for the prevention of lead-poisoning, cases of this serious malady are still far from infrequent, largely owing to the carelessness, begotten of familiarity, of the work-people in handling the dangerous material, and also to the fact that one attack, instead of rendering the sufferer immune, rather predisposes him to a recurrence of a progressively more acute character. As the result of extensive experiments with lead-workers at Charlottenburg, especially those exposed to lead-dust, which is particularly dangerous, Professor Grawitz has made what appears to be a most valuable discovery in the way of checking incipient poisoning. He finds that some time before the usual symptoms of lead-poisoning begin to appear its presence may be detected in the blood by the occurrence of depositions in the red blood corpuscles, that can be plainly seen under the microscope. He therefore proposes that all lead-workers more particularly exposed to danger should have their blood examined periodically, and those found to possess the preliminary symptoms mentioned above should be transferred from indoor work to the less dangerous outdoor tasks of the factory, either temporarily or altogether. This measure, coupled with suitable treatment, will rehabilitate the sufferer without allowing the malady to proceed to actual poisoning. The examination takes only a few minutes, and will in many cases avert the dangerous consequences of chronic lead-poisoning.

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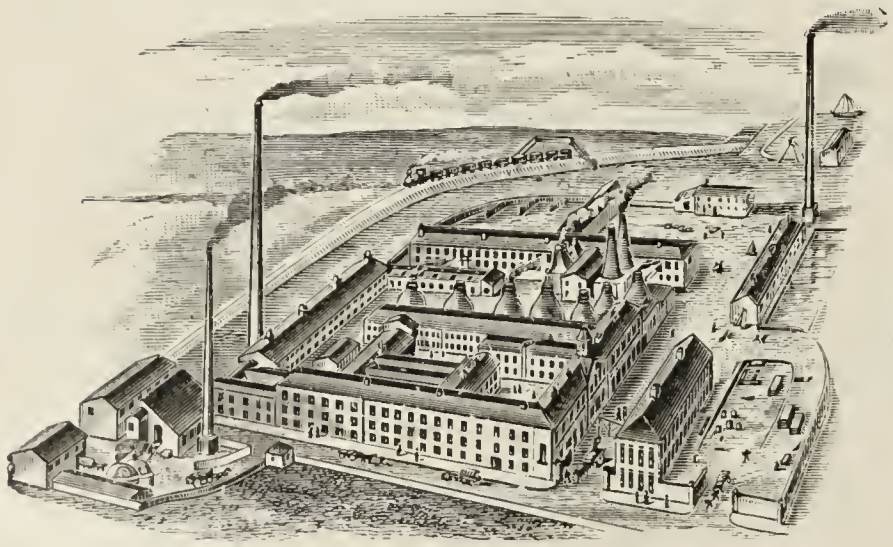
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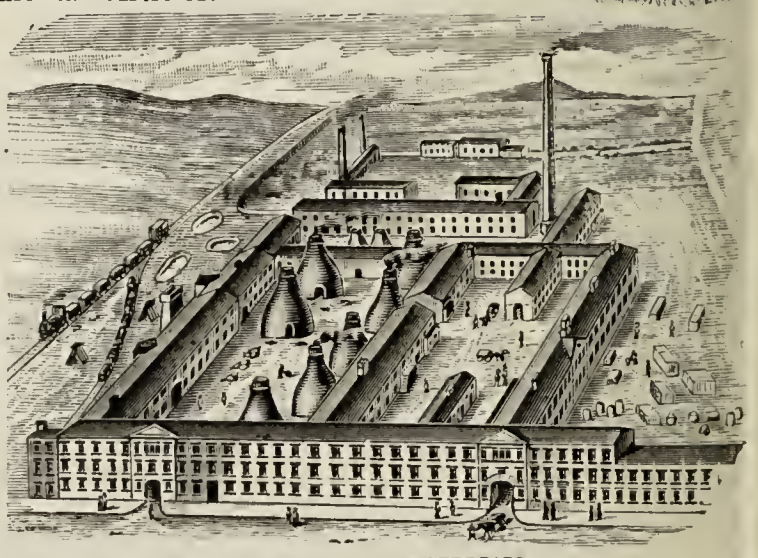
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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

UNITY IN THE POTTERIES.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—The communication in your last on this subject from a "China Merchant" draws attention to a matter of the greatest importance to the pottery trade—the amalgamation of the pottery towns under one municipal authority. That this would be to the advantage of the local industry cannot be questioned, but it seems to me to be more a matter for the manufacturers themselves than for their customers, the merchants and dealers. One result that might accrue from amalgamation is suggested by your correspondent—the establishment of a clearing-house for crates and packages and seconds. We are all interested in that, and "China Merchant" does well to mention it. The "City of Sutherland" would not only effect great economies in the administration of local affairs, it would be a powerful agent in effecting more economical arrangements with railway companies as to freights and terminal changes. This would benefit the trade considerably.—Yours, &c.,

A WHOLESALE MERCHANT.

Manchester, March 15.

MAKING POTTERY IN FINLAND.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—An import of cheap English china and earthenware seems to be not lucrative, as the duty is very high, 3d. per kg. If there is a manufacturer who would interest himself to start a work for earthenware (not china) in Finland, he could from me receive all information. I hope you will mention it to some of your friends.—Yours, &c.,

Borja, Finland, March 22, 1906. RUDOLF FLODMAN.

LOWESTOFT CHINA.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—Your account of Mr. Spelman's work on Lowestoft china is interesting. Our information (or perhaps I should say my information) about Lowestoft china is scanty and not of the most reliable kind. (Your reviewer even ventures to question some of Mr. Chaffer's statements respecting it.) The great Bohn collection, sold at Christie's in lots at various dates in 1875 to 1877, will be remembered by your reviewer. The following extract from the catalogue of that collection may interest him, and, perhaps, some of your readers. It is a note written by Mr. Bohn himself, and refers to lot 559, which is described as "a Worcester Lowestoft tall cup," with the monogram A. D. B. for Abel and Deborah Bly. Mr. Bohn says:—"This is a cup of great notoriety in Lowestoft. It was made and painted by John Bly, who had worked in the factory till its close in 1803, and then went to Worcester with some of the other workmen. Soon after his arrival he sent to his father, Abel Bly, the present cup, bearing the initials of his parents, as a filial token, with a letter stating how much he had improved since he had worked at Lowestoft."

Excuse this letter. I send it because Mr. Bohn's remarks are a useful addition to the information about Lowestoft.—Yours, &c.,

March 15, 1906. AN AMATEUR.

THE VALUE OF THE "POTTERY GAZETTE" DIARY.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—In reply to your letter of the 23rd inst., would it be possible for you by any means to secure us a copy of your 1906 Diary? We are opening our new department for china and glass, and as this is a valuable and helpful publication we should like a copy to be in our buyer's hands from the first.—Yours faithfully,

WARING & GILLOW, LTD.
(Signed) MAURICE WILLIAMS,
for the General Manager.

175 to 181, Oxford-street, London, W.
Feb. 26, 1906.

FROM AUSTRALIA.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—During my twenty years' residence in Australia I have derived much valuable information from your excellent journal.—Yours, &c.,

JOHN WM. RANDALL.

The Crystal Palace, 254 to 256, Queen-street, Brisbane, January 18, 1906.

ANSWER TO CORRESPONDENTS.

F. D.—It is not British make.

P. J.—Your claim should have been made much earlier. Make it now, certainly, but your delay is unfortunate.

A. L. (Liverpool).—It is a pity you took up such a position. You are quite wrong, and it would be better to admit it at once.

D. A. F.—Unless an arrangement is made to the contrary, it is always understood that pottery manufacturers do charge for crates and straw.

M. & Co.—All the pieces in a dinner set or a tea set are priced proportionately. A list of the prices of the various pieces is published (you will find it in our Diary), and that is called the "scale." In dinner ware the price of the 8-in. plate is quoted for a particular pattern, and that is called the "rate" for that pattern, as all the other pieces are priced accordingly. It is unfortunate you have had so little experience in the trade, but there is nothing you cannot master, with perseverance.

Cement.—We do not know where the wonderful cement referred to on enclosed newspaper cutting is to be obtained. We have never before heard of it, and we should not be in the least surprised if the invention has not originated in the mind of some penny-a-line periodical article writer—it is romantic enough. It seems absurd that during visits to the East Mr. C. W. Dopson should have been impressed by the number of china treasures which were lost owing to the non-existence of any adhesive by which broken pieces could be permanently joined. What a field for business is open to our "Cement Expert" advertisers! The cements already in the market will, we think, do all that can be claimed for the one mentioned. The following we have copied from an old book of recipes:—Fire and Waterproof Cement.—Pour one pint vinegar into a pint of milk; when the latter has fully coagulated, clear it of the lumps, and let it settle, then mix the whole together: now sift into the liquid quicklime till upon stirring the whole you obtain a thick paste. This cement will permanently unite marble, earthenware, china, &c.

CORRESPONDENTS' INQUIRIES.

The Orient Pottery Co.—The present address of this firm is wanted by "L., London."

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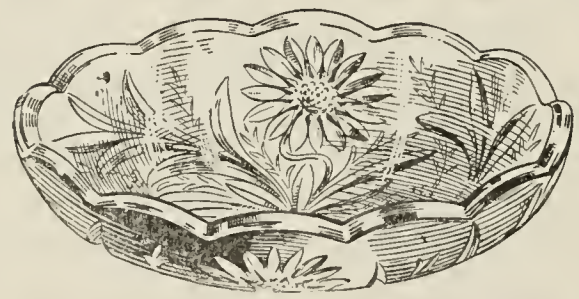
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55, Farringdon Street, Holborn Viaduct, London, E.C.

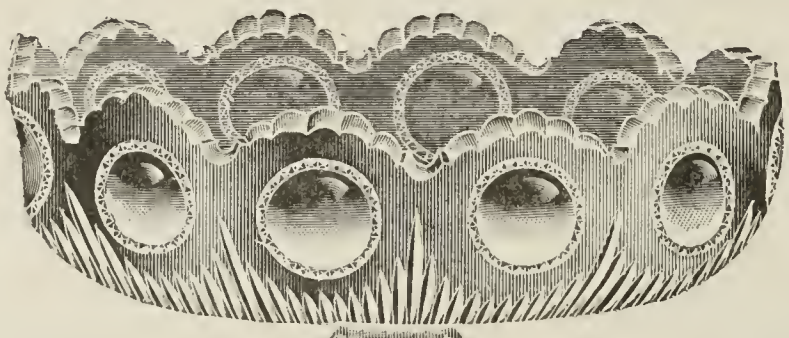
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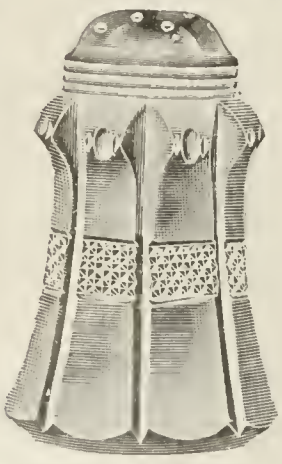
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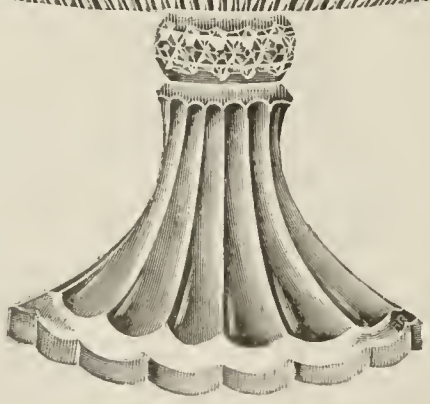




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SYDNEY, N.S.W.



16062.—Vase. 8″, 12″ 16″.

AN ARTS AND CRAFTS EXHIBITION.

(BY OUR OWN REPRESENTATIVE).

THE eighth exhibition of the Arts and Crafts Society, held in the Grafton Galleries, Grafton-street, London, W., has just closed. At no former exhibition have the diversified collections of the society been displayed to such advantage. The galleries of different shapes, the lobbies, and staircases, with their various lights, lent themselves to the numerous classes of artistic productions as no rooms previously utilised have done. The London exhibitions of the society have been triennial, with the exception of the first three, so that the number of them does not coincide with the years of its existence. Although most of the exhibits were for sale (and indeed at the time of my visit many of them were sold), the objects of the society are educational rather than commercial. The society appears to hold a similar position towards technical and artistic instruction to-day to that held by mechanics' institutions at the beginning of the last century towards instruction in mechanics. I am old enough to remember when mechanics' institutions were the centre of attraction to studious industrious youths, anxious to achieve something in the world. At one end of the lecture hall (or largest class-room) there was usually a tablet, on which was inscribed, in bold letters, the object of the institute, in Dr. Birkbeck's own words :—"To make the man a better mechanic—the mechanic a better man." This may well be paraphrased to describe the object of the Arts and Crafts Society as being "To make the artist a better craftsman, the craftsman a better artist." The society owes much, probably its very existence, to William Morris and Walter Crane. The first-named has passed away, but the influence of his strong personality still exerts itself. Happily, Mr. Walter Crane, the enthusiastic painter, decorator, designer, writer, and lecturer, remains, and is the president of the society. (For the encouragement of apprentices and young students, I may mention parenthetically, that although for the greater part he was self-educated, he had a painting exhibited at the Royal Academy when he was sixteen years of age.) Mr. Walter Crane has done much to inculcate the necessity, from an artistic point of view, of the affinity of ornament to design. The realisation of this truth is manifesting itself in all our manufactures, with the result that almost every article of daily use will in time be characterised by beauty in form and refinement in workmanship. This is the aim of the Arts and Crafts Society, and the recent exhibition of the productions of craftsmen who are imbued with the same artistic ideals shows the progress that is being made in that direction.

The exhibits include furniture, ironwork, wall-papers, bindings for books and lettering, typography and illuminations. Then there are embroideries, jewellery, carved ivory, enamels, wood engravings, coloured drawings and cartoons. I have, however, only space to mention the beautiful exhibits in glass and pottery. It was very gratifying to me to see that our industries furnished some of the finest examples of artistic craftsmanship in the exhibition. It is true the most superb specimens were the productions of experts rather than of students and craftsmen properly so called. But there are good examples of the work of the latter, and the society is doing a good thing by giving in each instance the names of the several artificers. This is very properly giving the workman (as distinct from his principal, the manufacturer) the credit for his skill. For instance, in the Octagon Gallery, **Messrs. James Powell & Son,** Whitefriars, had a large case containing specimens of blown glass, and examples of cutting, engraving, and of experiments in colour. These are described in the catalogue as "Designed by Harry Powell; executed by Avery, Lyons, Cardoe, Smith, and assistants; engraved by Hillebauer; cutting by Longshaw." Amongst the exhibits in the case were some beautiful exhibits in colour—one, a two-handled jug, with enamel bosses in shot amethyst and blue. Experiments with platinum and selenium were also shown. Artistic cutting on graceful forms was seen in abundance. **Messrs. Josiah Wedgwood & Sons, Ltd.,** Etruria, had a large number of exhibits scattered over the rooms. On a beautiful inlaid sideboard they had a pair of earthenware bowls, designed by W. R. Lethaby, and executed by Alfred H. Powell. On another dresser there was a china tea set, delicately painted by Mr. Powell. Parts of tea services, bowls, jugs, covered bowls, and a two-handled pot were shown elsewhere. **Messrs. Doulton & Co., Ltd.,** Lambeth, had located in various places a covered pot in salt-glazed stoneware, designed by J. H. Mott and executed by W. Askew; a bowl also in salt glaze, by W. Askew; a two-handled vase in salt-glazed stoneware, designed by Mark V. Marshall and coloured by W. Gandy; and an exquisitely decorated bowl by the same artist. A very fine display of Lancastrian pottery was made by the **Pilkington's Tile and Pottery Company Ltd.** The pieces were designed by Lewis F. Day, Wm. Burton, and John Chambers; fashioned by E. Radford, R. Tunnicliffe, potters; painted by John Chambers, W. S. Mycock, T. F. Evans, and J. Fisher; and glazed and fired by Wm. and Joseph Burton. The company also exhibited a pair of fine vases with figures in slip under glaze, designed by Walter Crane, and executed under the direction of Wm. Burton. The marvellous lustre effects produced by the brothers William and Joseph Burton we have already described as fully as it is possible to describe them. They were exhibited on forms designed by Lewis F. Day, and are exquisite as brilliant colour schemes. Whether Messrs. Burton have discovered the secrets of the old Chinese potters or not they have closely approximated to their results, which have hitherto been considered inimitable. **Mr. W. Howson Taylor,** West Smethwick, Birmingham, in addition to a number of vases designed and executed by himself, E. R. Taylor, and assistants, shown in various parts of the exhibition, had a case full of his Ruskin Pottery, with unique glazes and coloured effects. The enamels are remarkable productions, and are extensively applied to buttons for dresses. The vases shown were artistic in form, and are decorated with unique and pleasing effects. There is a distinct individuality about Ruskin Pottery. **Mr. Thackeray Turner,** Godalming, exhibited two beautiful bowls, designed and executed by himself, and two china bowls decorated by himself, but made, glazed, and fired by Mr. Charles Ford, of Hanley. **Sir E. H. Elton,** Cleveland Court, Somerset, had several exhibits of bottles, jugs, and jars, designed by himself and G. Masters. These are fashioned and ornamented in a style essentially his own. Many of the productions of Clevedon Court are on similar lines to some other wares, but those exhibited are distinctly "Elton" ware. All the pieces are art forms.

If the Arts and Crafts Society can encourage our youth to spend their early years in mastering all the details in our manufacturing and productive industries, it will render a signal service to the youths themselves, and will contribute largely to the prosperity of the country.

Brownfield's Patterns.—We are constantly receiving inquiries for names of the present owners of some of the Brownfield patterns, which were purchased by Wood & Brownfield, of Farringdon-avenue, London, E.C., and more recently trading as Brownfield & Brown in Hatton-garden, E.C. We shall be glad if any of our readers can give us the present address of this firm.—EDS. P. G.

"BURLEIGH" BURSLEM

Burleigh Toilet = = =

Burleigh Dinner Sets.

Burleigh Fancy Goods.

"VARIETY," QUALITY, "ORIGINALITY."

See our ***SPRING DISPLAY*** *and judge for yourselves.*

BURGESS & LEIGH,

MIDDLEPORT POTTERY,

BURSLEM.

REPRESENTATIVES:—

Country:—
MR. A. H. HOLDCROFT.
MR. WILLIAM H. LEIGH.
MR. R. J. HEATH.

London:—44, Farringdon Street, London, E.C.
MR. J. POINTING.

New Zealand:—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.

Australia:—THOS. W. HEATH & CO..
51, Paling's Buildings, Sydney.

Buyers' Notes.

The Worcester Royal Porcelain Company, Ltd., Worcester, recently had a special display of new models and decorations for the season at the showrooms at the works. This is now a regular custom with the Worcester company, and it is one which is appreciated by buyers from various parts of the United Kingdom. The company have since sent a large selection of the useful and ornamental fine porcelain shown at Worcester to their London representative, Mr. John Porter, who has them now displayed at the rooms, 8, St. Andrew-street, Holborn-circus, E.C. Speaking generally, I do not remember that the sample rooms of the company ever presented a more brilliant appearance than they did when I visited them quite recently. It is evident that the company are bent on maintaining the high standard their productions have attained. The productions for this spring of 1906 are quite up to the best traditions of Worcester. The tendency of the day to "cheapness" finds no encouragement here. The Worcester Company is one of the few manufacturing firms (and we should be thankful that we have some left) who will not deteriorate the quality of their productions in order to supply their name-ware at prices dictated by buyers considering themselves "smart." British high-class porcelains are not dear when quality is taken into account, but our manufacturers have too much love for their art and too great a regard for their reputation to comply with the demands of "cutting" dealers. The Worcester Company have taken a firm and wise stand in this connection, as the samples now on show indicate. I do not want to encourage the belief (too prevalent among certain dealers) that the wares of houses like this one are too costly for ordinary buyers. The Worcester Company are showing dinner, tea, and dessert ware and art vases well within the reach of the average middle-class householder, and he is the buyer for whom dealers cater principally. There is on show a fine collection of tea and breakfast ware, dessert ware, punch bowls, and many fancy pieces in old scale-blue and gold—the decoration that became famous in 1780. The pieces are seen to great advantage, arranged in a corner near the window, but quite apart from other samples. I may remark, parenthetically, that this system of isolation is well carried out by Mr. Porter. The ample space at his command enables him so to arrange his specimens that one style of ornamentation never suffers from juxtaposition with decorations of a different character.



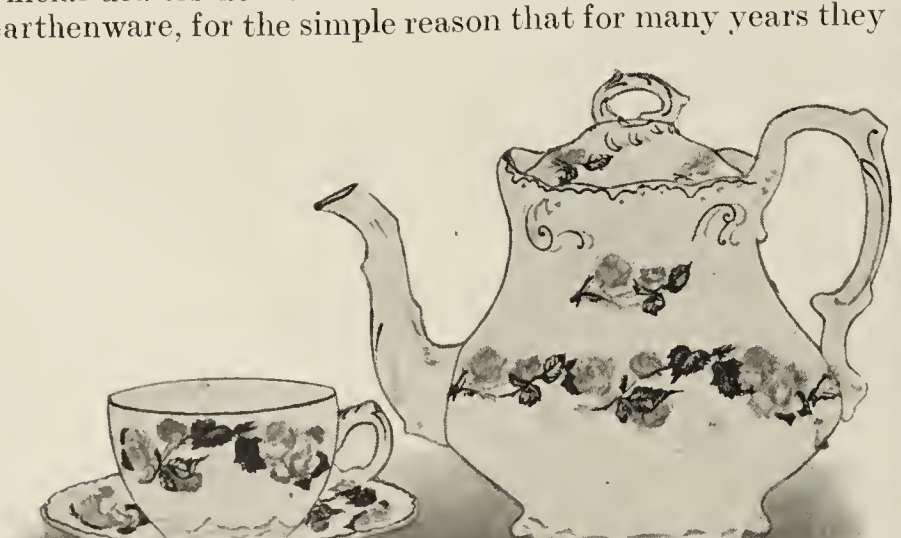
THE WORCESTER ROYAL PORCELAIN CO., LTD.

There are many pleasing new patterns in Royal Worcester vitreous dinner ware. These consist principally of neat ornamental borders and plain centres. A particularly neat pattern has a small border of ivy in natural colours, while others consist of small neat bands and borders. There is on show a large and exceedingly interesting number of samples of dinner plates bearing crests, monograms, and badges for all descriptions. It is quite a miniature museum of badged ware. I am informed these have not been manufactured as samples, but are specimens that have been actually supplied in the execution of orders. The names of the persons to whom they were supplied would make an interesting list. It includes all classes of society from monarchs and members of Royal families downwards. Amongst a number of dessert sets shown me was the "Richmond" shape. These are square pieces, and are ornamented in artistic neutral tones and gold. It is a charming decoration, embodying the striking characteristics of Worcester. There is a larger variety than ever of after-dinner coffee sets. These are in every style of artistic ornamentation. There is an extensive variety of richly decorated dessert sets and tea services. These are artistic in design, perfect in coloured combinations, and beautifully gilt. In reply to my inquiry, Mr. Porter informs me there is a demand (not large, perhaps, but still it exists) for wares of the highest class, and within the last few days he has taken orders for some of the nicest sets. There are several large pieces shown, consistently decorated in what may be called up-to-date styles, and yet quite in accordance with the name

"Worcester." We are able to give an illustration of one of them—a tall, two-handled vase. The form is a bold one, and its decoration full of vigour. The subject is the surf washing a rockbound coast, with pretty bits of landscape at certain intervals in the theme, which is carried round the vase. A very pretty decoration on vases is composed of farmyard scenes. On some of them are very natural paintings of wild rabbits. Another very effective decorative ornamentation consists of "swans," painted by C. Baldwyn. I must omit many very interesting forms and paintings, of which I took notes, but cannot resist mentioning some very excellent "studies of sheep at sunset." The conception and execution are alike charming, the sunset effects being very good.

The Aerograph Co., Ltd., 43, Holborn-viaduct, London, E.C., and Sentinel-buildings, Hanley, have effected many improvements in their now popular spraying machine since its first introduction. It was at once appreciated because it effected a great saving in time, while producing most satisfactory results in ground laying, blending, and stencil work. The spraying apparatus undoubtedly worked a marvellous change in the method of distributing colours and paints for art work and decoration generally. The company are still increasing the utility of the aerograph. The latest improvement in this unique spraying apparatus is a new model, which they call the Multicolour Aerograph. The distinctive feature of this is an arrangement for changing the colour while in use. This can be done in three seconds—there is no needle coming through the colour cup to interfere with the operation. This "Multicolour Aerograph" will be found an invaluable addition to the utility of the sprayer for pottery decoration.

Johnson Brothers (Hanley), Ltd., are manufacturers of Royal Semi-Porcelain, white and decorated, white granite (ironstone china), sanitary ware, and white and decorated tiles. They have their large manufactories at Hanley and Tunstall, but for correspondence "Johnson Brothers, Stoke-on-Trent" is sufficient postal address. The company are manufacturers of high-class ware only, and their chief lines are toilet ware, dinner ware, and tea ware. Provincial dealers do not know much about Messrs. Johnson's earthenware, for the simple reason that for many years they



JOHNSON BROTHERS (HANLEY), LIMITED.

have manufactured principally, at one time almost exclusively, for foreign and Colonial markets. I was at their Hanley Pottery a short time since, and had an interview with Mr. A. Colley, their manager, who showed me some of the latest productions. It appears that there is the same demand for new forms and ornamentation for the foreign trade as there is continually in the home markets. At any rate, Messrs. Johnson regularly supply novelties, both as to shape and pattern, and, considering the initial outlay for moulds, &c., in producing a new dinner service, it is to be regretted that really good shapes cannot be allowed longer lives. No possible fault could be



JOHNSON BROTHERS (HANLEY), LIMITED.

found with many of the company's sets produced last year (the "Silver" and the "Empire" shapes, for instance), and these are still selling with many pretty decorations. Yet the company have produced several quite new shapes, with innumerable attractive decorations for the coming season. Out of these Mr. Colley has permitted us to illustrate one very graceful form, the "St. Regent" shape. Dinner ware, toilet ware, and tea ware are made in semi-porcelain, variously ornamented. It will be seen from the illustrations that the sharp embossments add greatly to the effect of the decorations. We show a vegetable dish and cover and a meat dish, "St. Regent" shape, "Holland" pattern in cobalt flown blue. We also show a teapot, teacup and saucer, decorated in "Rosalie" pattern, a very pretty floral ornamentation, gold lined. Roses in natural colours, with the embossed design traced in gold, give a pleasing combination. Other decorations applied to the same shape are the "Touraine" pattern, in peacock blue and double gold lines; the "Jerome," coloured sprays and gold; the "Vintage," a very neat design in peacock blue and gold; while perhaps the most dainty (though, of course, not the most elaborate) of all the decorations is the white and gold (called the "E" pattern). In this there is a good example of the important part embossed designs can be made to play in simple, pretty decoration. All the shapes and patterns of the company are registered. Their semi-porcelain body is noted for its fine texture and appearance, combined with remarkable durability.

Chiuji Fukagawa & Co., Royal porcelain manufacturers, Arita, Japan, have entrusted the agency for their goods for the whole of Europe to Messrs. Deacon & Watts, Ltd., 9, George-street, Parade, Birmingham. Messrs. Deacon & Co. are represented by Mr. J. Martin (J. L. Carter, of Derby). Mr. Martin was in London a few weeks ago, and was showing samples of the goods which he describes as "Royal Arita" ware. Of course, "Arita" ware is Japanese porcelain—but with a difference. What is called "Japanese" decoration is well known to all our readers, and to a great extent there is a certain sameness about the productions of different makers. In "Arita ware" we have a new series of decorations; they are eminently Japanese, and yet they differ widely from the most generally known Japanese. A partiality for Japanese pottery is an acquired taste—some people like it because it is not English, and others simply because it is Japanese. Few

go into raptures over it because the ornamentation is artistic. The Japanese have very little appreciation of the best kind of decorative art. Their paintings of flowers and birds are beautiful, but they are applied without any regard to their fitness as ornamentation for the pieces they are intended to beautify. It is marvellous the amount of labour and patience that is often spent on decorations that are devoid of any real artistic beauty. Instead of having a high artistic aim in ornamenting their pottery, they devote all their energies to make it resemble anything than what it really is. Inlaid wood in various colours, ivory, bronze, marble, are imitated in Japanese pottery with remarkable accuracy and with infinite detail. These, with the famous gold green and rich red combinations, are all found in "Arita" ware, though under different conditions from those which are usually associated with "Japanese" pottery. The "Arita" samples are all decorated with that marvellous attention to detail which is the chief feature of the Japanese, and yet the ornamentation is different. There are vases, plates, plaques, bowls, dishes, salad bowls, and a number of other pieces for mounting. Vases are made in all sizes from 1 in. to 8 ft. high. Decorations are brought out in a complete series of forms—but are not repeated; new designs are brought out in place of them. Mr. Martin was showing a number of miniatures of all the large pieces. These are supplied in mixed cases, and make pretty little pieces for fancy shops, bazaars, &c.

Wardle & Co., Ltd., Washington Works, Hanley, placed on the home and foreign market some few months ago their "Nubian" ware, which is produced in flower pots and vases, curios, &c.; and in general effect has a more delightful appearance than the old Egyptian black or the celebrated Greek metallic ware. It has never been produced before in any country, and the makers have wisely placed it before their customers at very moderate prices. A range of samples can be viewed at Mr. MacWilliam's London showrooms, 20, Bartlett's-buildings, or at the factory.

The British Anchor Pottery Company, Ltd., Longton, have their London showrooms at Brousson's Agencies, Ltd., 8, Dyer's-buildings, Holborn, E.C.—the company who formerly represented them in London. They are making a good display of new earthenware productions in London this season, and their samples, taking them all round, show considerable improvement. The principal lines shown are toilet ware, dinner ware, flower pots, and sets of jugs. In each of these there are some novelties. Three excellent new shapes in toilet ware are shown; and these are variously decorated in up-to-date styles. Two of these new toilet shapes are the "Iris" and the "Lily." The "Iris" has a tall ewer, well modelled, and a full-size round basin with rim turned in all round, making it a "non-splashing" bowl. The "Iris" is quite free from embossments, the plain surface lending itself very fully to shaded decorations, and also to printed and painted patterns. Several sets are shown in shaded art colours. The "Lily" is another new toilet shape, only just to hand; it is prettily decorated in various styles. The company make trinket sets to match any of the toilet services. Dinner sets are full of variety—good shapes, neat decoration—printed, and enamelled, and gilt, at reasonable prices. The "Queen's White" dinner ware is still a prominent feature in their samples. It can be had either plain, or decorated and gilt. New forms in flower pots make an interesting show. The "Ena" is one of the new ones. It is a nicely designed pot, and is presented in several attractive decorations. It has a very pleasing appearance—as anything with such a name should have.

Sandlands, Ltd., Lichfield Pottery, Hanley, are manufacturers of earthenware and china. Their Mr. Whalley was in London last month on one of his periodical visits, and he had on show a good selection of samples. The company's leading lines in earthenware are toilet sets, dinner sets, jugs, vases, teas, and table ware generally. Useful toilet ware, in new shapes and decorations, was on show. Novelties in teapots and stands, cheese stands and covers, biscuit boxes, and marmalades, were displayed in various decorations. They make a variety of shapes and decorations in pots, pedestals, vases and flower pots, and small fancy pieces. China tea sets, small vases, and fancy pieces in great variety. Sets of jugs are decorated in very pleasing styles. Many new decorations are shown on vases and other art shapes.

Mr. J. W. Walton, manufacturers' agent, 47, Holborn-viaduct, London, E.C., is supplying a useful accessory to vases and bowls holding cut flowers. This he calls the Japana Flower Holder, an illustration of which is given herewith. The holder consists of a circular piece of glass so perforated that flower stems being placed in the holds, the flowers above can be arranged in a natural position firmly supported. The "Japana Holder" is placed inside vases, jardinières, or glass bowls, but the bottom of the perforations is held up from the vase or dish in which it is placed, so that the ends of the stalks stand in the water and the flowers are thus kept alive. The holders are made in three sizes, 4½ in., 3½ in., and 2½ in. in diameter. A miniature pedestal, with flower pot or glass dish at top, filled with flowers steadied by the "Japana Flower Holder," makes a pleasing table ornament.



JAPANA FLOWER HOLDER.

Mr. Herbert J. Colclough, Goddard Works, Longton, is represented, as he has so long been, by Brousson's Agencies, 8, Dyer's-buildings, London, E.C. The samples on show, always a large collection, have lately been supplemented by many novelties in shapes and ornamentations, expressly for the spring season. He is very strong in china tea ware, of which there is great diversity, both in shape and decoration. A good selection of new fancy shapes in teas is shown, and several quite new decorations. The "Yacht" decoration is a neat pattern, applied to many different shapes in teas. Views of yachts—coloured—are shown on all the pieces. A set of these would make an acceptable present from the seaside. There are many neat printed patterns and some beautifully enamelled. Mr Colclough is making a greater assortment than ever of goods suitable for bazaars and the seaside trade. He offers a wide range in view ware—plain, coloured, and gilt, and an endless assortment of badges and mottoes, variously coloured and gilt. Badges are applied to teaware, and also to moustache cups and saucers, sugars and creams, cake plates, mugs, trays and sweets. It is claimed that these goods are supplied at the prices usually charged for foreign china. The quality of Mr. Colclough's china is well-known, so that if he can hold his own against foreign goods in the matter of price, there is hope for the china trade yet. Some good lines in majolica flower pots and hanging pots are shown. These are kiln-fired, and are made in a great variety of embossed designs, either in self-colours, or shaded. Hanging pots, in equally effective patterns are shown. Brousson's Agencies also represent **Watson & Co.,** glass manufacturers, Stourbridge, and have on show a full line of samples of their specialities in flower stands, vases, and spills, and fancy goods, together with sugars and creams and other table ware. Several new and elegant designs in epergnes are shown, in which pleasing combinations of colours are introduced. A very pretty Irish green is made good use of in conjunction with other colours. Glass vases, hanging from side arms, are

in new forms and variously tinted. Ruby, light and darker, is freely used; but there are several other colours in agreeable combination. In addition to representing the above-mentioned firms Brousson's Agencies are also agents for Messrs. **Schulz & Co.'s** foreign china. They make principally useful goods, and those shown in London are expressly produced for the British markets. English tastes are catered for, both in shapes and patterns. The firm make a complete range of white spiral china. The firm are agents for a well-known make of Belgian table glass. Samples of wines, tumblers, decanters, jugs, &c., are shown. The glass is a good colour; the decorations are in perfect taste, and all the pieces are gas finished. The French decorative faïence of **Gustave de Bruyn,** is one of the features of Messrs. Brousson's rooms. They have a fine selection of samples of flower pots, vases, pedestals, and pots, and fancy pieces. M. de Bruyn delights in large vases and pedestals. Apart from their artistic beauty many of the samples are interesting as specimens of the successful potting of large pieces.

The St. Louis Fine Art Pottery Company, Argyle Works, Fenton, are manufacturers of fancy goods in great variety. Their representative, Mr. C. H. Brittain, was in London last month with a fine show of samples. The company's chief productions are vases, of which they make a very large number, in classical and artistic shapes. With their elaborate decorations, the showroom in which the samples were displayed presented quite a gorgeous aspect. Brilliant ornamentation is a feature of the company's productions. They show many good shapes in tall two-handled vases. Clock-cases are another special line, and these they show elaborately decorated. Very pretty clock sets (the clock and two side vases) are included in the samples.

Legal.

Blanche v. Jonas Lang & Co.—On Monday and Tuesday, March 19 and 20, before Mr. Justice Lawrence, there was heard an action raised by Charles Blanche against Jonas Lang & Co., china and glass merchants, to recover damages for malicious prosecution. Defendants pleaded that there was reasonable and probable cause for their action, and no malice. In the result, plaintiff gained a verdict with £100 damages.

Sequel to Pottery Warehouse Fire.—At Middlesbrough on March 16, a boy of fourteen years of age, named E. Thompson, was charged with having set fire to a warehouse. The boy pleaded guilty, and was sentenced to receive a dozen strokes with the birch-rod. The Chief Constable said that Mr. T. Kirby carried on business in Newport-road as an earthenware and general dealer. Near to the shop was a warehouse in Bargate-street. This was a brick building, and round the walls were a number of shelves containing earthenware. In the centre was a wooden stand, and there was a quantity of loose straw about the building. The boy was employed by Mr. Kirby, and was instructed by Mr. Kirby to go across to the warehouse for some steps. He returned in a few minutes, and shortly afterwards Mrs. Kirby noticed smoke coming out of the warehouse window. The fire brigade was summoned, and the fire extinguished, but not before £40 or £50 damage had been done. It could be distinctly seen that two fires had originated in the warehouse, one in a corner of the building and the other in the opposite corner. The boy was closely questioned by Mr. Kirby, and later admitted that he had some wax vestas in his pocket. Chief Inspector Stones said that he interviewed the boy, who, after having been closely questioned by witness, said that he placed a match on the floor, and scraped his foot on it. He did not intend to set the place on fire. He lit the second fire with a match, because there was too much straw about.

Curious Compensation Case.—A compensation award, on behalf of Frederick Merrill, a bottle packer, who had worked for Cannington, Shaw & Co., Ltd., at their glass bottle works, was brought before Judge Shand, at St. Helens County Court, for review on March 21. Mr. H. L. Riley represented Merrill, who had been at his home in Barnsley. He was thirty-one years of age, and his left eye was injured on Oct. 3 last. From that time to Dec. 15 last Merrill was paid 11s. 9d. per week, when the payments were stopped on the ground that he was sufficiently recovered to resume work. The injury to the eye was of a remarkable nature. The eye was absolutely punctured, and the sight destroyed by a stiff piece of straw. Merrill was engaged packing bottles at the bottle works, when a piece of straw, which must have been very sharp and rigid, by some means sprang up and punctured his eye. Mr. A. H. Maxwell appeared for Messrs. Cannington & Shaw, and said that from the examination of the man that morning the medical men were of opinion that the time had arrived when the man should try to work again. Dr. Jones, eye specialist, of Liverpool, said that a minor operation was performed, but he now thought that the sightless eye would have to be removed in order to make the man right. He thought the dead eye was troubling the man. The Judge said the case ought to be adjourned so that the operation could be performed. Respondents ought certainly to go on paying compensation, and ought to pay up the arrears. Although it was possible the man might have attempted to work, still he was not going to say that with an injury of that sort he must do so. Mr. Maxwell said that since December Merrill had never gone for his compensation, and they did not know where he was. The Judge ordered the compensation to continue until the operation had been performed and the man had fully recovered.

THE STATE OF THE GLASS TRADE.

On page 3 of the last issue (which has only just reached us) of the quarterly report of the National Flint Glassmakers' Society the following appears:—

> The Pottery Gazette of December contains an article called "Is the British Glassmaker Deteriorating?" It is an article based on wrong and non-existent figures, and upon a total misconception of the position as relating to our Society and its members, and in no-wise will it tend towards that good feeling that, wherever possible, should be in existence, but rather will foster irritation and antipathy; and we offer, if granted permission by the Editor of the Gazette, to reply to the said article, which is in some parts taken from our magazine of April, 1905. We are prepared to prove our position and refute the misstatements that the writer has made.

We have written to the general secretary to say that the pages of the Pottery Gazette are always open to the officials or members of the National Flint Glassmakers' Society of Great Britain and Ireland for the discussion of trade questions. The Pottery Gazette has none but the kindest feelings towards the Flint Glassmakers' Society. There are many matters of vital importance to both masters and men in the glass trade on which it would be the better for both sides to state their case fully and frankly in the pages of the Pottery Gazette. Space shall at once be found for any communication which may reach us from the officials of the Society not only on the present occasion but at any time.—Eds. P. G.*

* An interesting letter reached us on March 30 from the General Secretary, and will be found in the present issue.

THE SURROUNDINGS OF THE STAFFORDSHIRE POTTERIES.

(SPECIALLY CONTRIBUTED.)

(*Continued from page* 337.)

I DO not think I am guilty of any injustice to the many other places of interest round about the Potteries when I say that Chartley is the most romantic of them all—the most romantic not so much in beauty, but decidedly so in story. It may derive, too, an added interest in the eyes of readers of the GAZETTE when they learn that at the recent sale of the historic estate, a con-



CHARTLEY HALL.

siderable portion of it was purchased by the members of one of the largest potting firms in the world. Chartley is only waiting for someone with the pen and the imagination of a Sir Walter Scott to tell its story; the fabric of a great historic novel is all ready. The central figure in the story should be Mary Queen of Scots, who, after her escape from her island prison at Lochleven, was confined at Chartley, amongst a number of strongholds, by Queen Elizabeth, upon whose mercy she had thrown herself. Before coming to Chartley the unhappy Queen had been confined at another Staffordshire stronghold, Tutbury Castle, and at Wingfield, but her guardianship there became rather a risky business. All sorts of conspiracies were in progress for her rescue. Lord Shrewsbury permitted certain luxuries to be sent her, and, as Froude tells us, sometimes letters were concealed in the frames or between the linings of the boxes, sometimes a small roll of paper was sewn in the hollowed heel of a new shoe or boot, sometimes a set of handkerchiefs from the milliner would be written over with invisible ink which would be brought out by holding to the fire, or marks, which herself and her secretaries could understand, were made on the margin of new books. At Tutbury a closer supervision was exercised than at Wingfield, and the Queen, urging illness from the dampness of the castle, agitated for removal elsewhere. At last it was decided to take her to Chartley Hall, then the seat of the Earl of Essex, a popular and handsome courtier. It was a moated place, and Sir Amyas Paulet, her guardian, said of it that he "could not imagine how it might be possible for them to convey a piece of paper as big as my finger." But there are more ways than one of conveying paper. The brewhouse at Chartley did not suit Mary, and so it was arranged that the household beer should be sent in from Burton—a trivial matter surely. The queenly prisoner went into residence at Chartley on Christmas Eve, 1585, and some time afterwards a barrel of Burton "beer" was delivered in which Mary took great interest. The "beer," however, was not of the sort which usually comes from Burton; in fact, it was only beer in part. The rest of the barrel was filled with a sheaf of papers relating to the Babington conspiracy. Somehow Elizabeth's emissaries got to know of this, and in order to induce Mary to leave her apartments she was invited out to a day's hunting. She rode blithely out from Chartley, but was met by an escort, and taken, a strictly guarded prisoner, to Tixall, where she was detained while her private papers at Chartley were turned over. This was the beginning of the end. Afterwards she was returned to Chartley, and, nothing daunted by the previous failure, she threw the spell of her bewitching presence over the Earl of Essex, and another plot was brewing which might have changed the whole destiny of the kingdom. But it was whispered to Elizabeth that it was not a prudent thing to have a beautiful woman held captive at the house of a nobleman whom Queen Bess herself knew only too well to be peculiarly susceptible to female charms. Perhaps the English Queen was also a little bit jealous. At any rate, poor Mary was one day whisked away to Fotheringay, from which she only emerged to face the executioner. The old Hall was partially destroyed by fire in 1781 and again in 1847, and the house, of which we reproduce a view, differs considerably from Mary's prison. Its wide-spreading front opens on to a lawn which stretches down to a sheet of ornamental water which is only the old moat widened out. Standing in the heart of one of the finest agricultural districts in England, the Hall, as one sees it to-day, is an interesting, ivy-clad specimen of domestic Gothic architecture. A delightful feature of the place is a wood called "Lily Wood," several acres in extent, where lilies of the valley grow in profusion. The romance of which I have given the bare outline is not the only one Chartley possesses, for there is a Staffordshire legend that Earl Robert de Ferrars, one of the earliest proprietors of the place, was none other than the famous outlaw Robin Hood himself, who, it is alleged, led a dual life. Robin Hood certainly had stayed at Chartley, and it would be decidedly interesting to know whether the legend has any basis in fact. Queen Elizabeth lodged at Chartley Hall in 1575. Mention must not be omitted of the famous herd of wild white cattle at Chartley, which, until the recent sale, was one of the sights of the place. For generations the country folk of the district had a saying that ill would betide Chartley immediately there was a break in the purity of the strain of the herd; and it is alleged that only a short time before the sale of the estate some two years ago a black calf was born to one of the cows.



WESTON CHURCH.

From Chartley a pleasant walk of a couple of miles brings one to Weston, an old-world village at which a number of retired pottery manufacturers have taken up their residence. A good deal of the property belonged to the Chartley estate, and at the sale already alluded to the Manor house, a fine old half-timbered dwelling in Elizabethan style, passed into the hands of Mr. Wm. Hampton, of Hanley, to whose kindness I am indebted for the photographs accompanying this article. Mr. Hampton, it is worth while remarking, has the finest collection of North Staffordshire views in existence. Our picture of Weston shows the fine old village church standing beside a noted pool for trout fishing. I was once a witness of a pretty sight whilst walking round the banks of this stretch of water, and peering about the weedy shore in the hope of spying some of the monster rainbow trout with which it is stocked. Whilst I was thus engaged the door of a little house, all covered with ivy and trailing creepers, standing near the lower end of the lake, opened, and a lady came out with a piece of bread which she threw out on to the surface of the placid water. Instantly there was a tremendous swirl beneath the place; the bread disappeared, and I caught a glimpse of bright colour as the fish turned and darted into the depths. Again the lady threw other crumbs into the water, nearer the bank, and repeated her action until at last a gigantic trout swam into view at our very feet, and paused expectantly there until more crumbs were thrown, and the bread was exhausted. The lady had made a special pet of the trout, and she told me it had become so tame that it take would a worm or a piece of meat from her fingers. Hundred of other trout inhabit the pool. but they never venture to interfere with this one, which has a special corner of the water to himself, where anglers are never permitted to cast a fly. Weston, I had almost forgotten in my piscatorial enthusiasm to mention, is one of the few remaining places which still possess an unenclosed village green, and it has a noble avenue of beech trees leading up to Ingestre Hall, the residence of the Earl of Shrewsbury, of which a photograph was published in the GAZETTE last year.

From Weston the pedestrian may enjoy a capital walk to the Potteries, passing en route through Sandon, the stately residence of the Earl of Harrowby, the thriving little township of Stone—a most popular residential suburb of the Potteries—and Trentham, the lovely Staffordshire home of the Duke and Duchess of Sutherland, who have just offered the Hall to the county for use as a college. It is proposed, if the princely gift be accepted, to establish there the much-talked-of potting school, but from what I hear it is not unlikely that the County Education Centre will be compelled, much against their wishes, to refuse the gift, the difficulties in the way being apparently insuperable.

On the other side of the Potteries, only a mile or two from old Mow Cop, the great hill which every traveller from the North notices just before the Pottery towns are encountered, is Moreton Old Hall, the "Mecca" of artists and photographers, tourists and antiquaries. As a specimen of a fine old half-timbered building, chequered in black and white, it is probably unequalled anywhere in the country. Beside it the old much-vaunted buildings of Shrewsbury, Warwick, and Stratford pale into insignificance. It stands in a rich and fertile corner just on the Cheshire side of the border, and is surrounded by a moat enclosing about an acre of land. The Hall owes much of its picturesqueness to its irregular outlines. The entrance is by way of a bridge on the south side, and through outer and inner doors which guard the gateway. The latter gives entrance to the quadrangle, the windows around which, as our view shows, form an unique sight. Above the gabled windows which project from the north-east angle is the inscription, in quaint old English lettering, "God is al in althing.



MORETON OLD HALL.

This windovs whire made by William Moreton in the yeare of oure Lorde MDLIX." The interior of the Hall is full of charm. The decorations and the oak carving are splendidly done, but those of the chapel are partially defaced, and some of the grand suites of rooms also exhibit signs of decay, as, for instance, the long ball room, which is rather crooked. The windows, however, in small loaded panes with coloured cabuchons of glass, are in a good state of preservation. I have not visited the place for some time now, but the last time I was there part of the Hall was available for the accommodation of visitors, and people come from long distances merely for the distinction of being able to say they had stayed there. As one may suppose, the Hall has a history, but it is too long here to tell, and will scarcely interest readers of the GAZETTE.

No apology is needed for the insertion of our view of Whitmore Hall, for it has now been for some years the residence of Mr. T. W. Twyford, J.P., who took it from the Rev. P. E. Mainwaring, Rector of Whitmore. The Hall is the home of the Mainwaring family, which was founded by Ranulphus, one of the companions in arms of William the Conqueror. The Hall is snugly bowered amid trees, and from its grassy lawns one walks down to two magnificent lakes, well stocked with fish of all kinds. The approach to the Hall is by a beautiful avenue of stately old trees. There is an odd dog story connected with Whitmore Hall, in which many of the inhabitants of the village firmly believe. It seems that the Mainwaring family on one occasion, before the days of railway trains, journeyed to London by stage coach. The ladies of the household took a pet lap dog with them, leaving behind a fine mastiff, which had struck up a warm friendship with the little

dog. During the family's stay in the Metropolis the little dog was set upon and badly worried by a powerful canine belonging to the residence adjoining where they were living. After a week or two the party returned to Whitmore, where the mastiff joyously welcomed home his sorely wounded friend. A day or two afterwards the dogs disappeared in a most mysterious manner, and were away for



WHITMORE HALL.

over a week, when they turned up again as though nothing had occurred. It subsequently transpired that the little one had taken the big one all the way to town, right to the very house where lived the dog which had made such an unprovoked attack upon him. The mastiff laid in wait for the dog, pounced upon him, and killed him there and then. Having thus avenged his diminutive companion he turned homeward, and the two friends trotted quietly back to Whitmore. The Rev. Mr. Mainwaring is himself much interested in the story, of which, however, he has no authentic details. He told me some time ago that he had heard it also in another form, the dogs being said to have visited a place less distant than London—if I remember rightly, it was some place in Derbyshire.

Not far removed from Whitmore, and amid scenery no less delightful, is Keele Hall, the residence of the Grand Duke Michael of Russia and his wife, the charming Countess Torby. Close at hand, also, is Butterton Hall, a substantial pile, where lives Mr. Robert Johnson, a member of the great potting firm of Johnson Bros. Eccleshall Castle, which lies further afield, was the seat of the bishops of the diocese, before the See was removed to Lichfield. It dominates one of the most peaceful market towns which could be found in the whole of the kingdom. It is still innocent of railways, although a town of considerable pretensions, and he who would visit there must either walk from Norton Bridge, or employ the good old-fashioned carrier's cart, unless, of course, he cycles, or can command the services of a motor car.

THE END.



A HOSPITAL FOR ART CHINA.

A CORRESPONDENT recently sent a small piece of statuary, which had been broken into many pieces, to Messrs. Gibson & Howorth, of Preston, Lancashire. It was returned to him looking as if it had never been injured. He wrote congratulating the firm on the excellence of their work, and received in reply some highly interesting information. The bulk of the letter was to the following effect :—

"You would be surprised indeed to see the extraordinary smashes we receive from all parts of the country, and the old saying, 'It is never too late to mend,' must surely be in the minds of many of our customers who, with such confidence, entrust to us apparently hopeless and unrecognisable fragments to rebuild.

"It is rather bold for us to say so, but I have no hesitation in asserting that we are prepared to tackle anything in the way of repairs to glass, china, or earthenware, and, should pieces be missing, they will be found supplied when we have finished our work. I have now before me a collection of Old Crown Derby, Rockingham, Chelsea, Sèvres, Worcester, Spode, Mason, and Old Staffordshire ware that almost appear valueless, yet, when we have finished with them, will be worth so many pounds as now pence. Vases to have handles modelled to replace those lost; comports for feet to be supplied; plaques with lumps knocked out; soup tureens with knobless covers; spoutless old Rockingham teapots; unhandled old Mason jugs; Dresden figures without arms; legless men; and old Staffordshire cow milk-jugs without tails—a veritable crockery hospital of patients waiting recovery from their fractures. The vase illustrated on letter heading came to grief in a railway accident. It is a fine piece of Oriental ware, and the carriers paid £10 for the damage. In height it is about 5 ft. So badly was it broken that it came to us in a biscuit box. When repaired, three of the boxes the size it came in could be put inside it. Some time ago we had a piece of Italian Majolica to mend that was broken in transit from the Pope. It was one of the Vatican treasures, and presented to a bazaar in Lancashire. Not the least important of our repairing department is the painting and gilding; this, if skilfully executed, in many instances completely hides all trace of the article having been broken, although joined in a hundred places. We once had a client who with difficulty we convinced that the article returned to her was the one sent to us. She was under the impression we had procured a new one. We are having more work to execute weekly, and have had extra staff to put on. We ask only for work requiring extra skill; ordinary rivetting of common household ware that can easily be done by any itinerant rivetter we do not wish for." We know that whoever sends repairs to Messrs. Gibson & Howorth will be amply satisfied with results. This firm are large china dealers and are well known throughout the trade.

Condemning the "Joe."—This paragraph has no political allusion. It simply records that the Chief Constable of Cumberland has issued a notice to liquor licence holders to the effect that after April 1 the use of glasses known as "Joes" must be discontinued. A "Joe" holds more than a gill and less than a pint, and is much in use in West Cumberland. In future, licence holders who are found selling intoxicating liquor contrary to Section 8 of the Licensing Act of 1872, which states that "every person shall sell all intoxicating liquor which is sold by retail and not in cask or bottle and is not sold in a quantity less than half a pint, in measures marked according to the imperial standard," will be proceeded against. A £10 fine is incurred by offenders against this regulation.

CERAMICS AT THE ST. LOUIS EXHIBITION.

(*Continued from page* 210.)

REPORT BY GILBERT R. REDGRAVE, ESQ. (British Juror for Ceramics).—The display of porcelain and pottery included in Group 45 at the St. Louis Exposition was not, on the whole, a very representative one, and the participation by American manufacturers, especially in the class of table ware, was relatively small. The finest collection contributed by any one country was that brought together from Japan; France and Germany sent some magnificent examples of porcelain from the national manufactories at Sèvres and Berlin; Germany, Austria and Hungary, Holland and Denmark were fairly well represented, and the ceramic productions from this country were extremely well selected, and gave an excellent picture of the present state of the art in Great Britain.

The members of the international jury were placed at some disadvantage in beginning their work, in consequence of the absence of catalogues. No general catalogues were available, except for the British Section, until the examination of the different countries was about half completed.

The arrangement of the various departments of the exhibition, though it was admirable in theory, did not prove in practice to be workable, and the ceramic productions were to be found in many different buildings spread over a very wide area. Certain countries had placed many of the best specimens of their ceramic wares in the Art Galleries, and some of the British pottery was shown in the section for "Arts and Crafts." All these objects were not submitted to the jury for "Ceramics," but were brought before the jury for "Fine Arts" and judged separately. In some cases the pottery was displayed in the special pavilions erected by the respective countries—thus the entire collection from Sèvres was placed in the French Pavilion, and many fine specimens of Austrian pottery were shown in the Austrian Pavilion.

British Section.—The examples of pottery and porcelain contributed by Great Britain comprised the work of about twenty representative firms. The ceramic court was well arranged with a series of glass cases of uniform design. Specimens of porcelain, semi-porcelain, earthenware, and pottery were shown by the leading manufacturers, and there was a good display of wall tiles and enamelled terra-cotta. The exhibition contained, however, but few illustrations of apparatus and pottery appliances. Prominent among the British exhibitors were Messrs. Mintons, Ltd., of Stoke-upon-Trent, and Messrs. Doulton & Co., Ltd., of London, while the "Ruskin Ware" of Mr. W. Howson Taylor, of Birmingham, attracted much attention. Independent displays, not included in the Ceramic court, were made by Messrs. Doulton & Co., Ltd., and by Sir E. H. Elton, Bart.

American Section.—The exhibition of American pottery was chiefly remarkable for the excellence of the colouring and the glazes in the case of the wares shown by the Rookwood Pottery Company of Cincinnati, and work of a similar type was contributed by the American Terra-Cotta & Ceramic Company and the Van Briggle Pottery Company. The Grueby Faience Company had some good examples of enamelled terra-cotta for structural purposes, including duplicates of the decorations for the New York Subway stations. Well executed terra-cotta work and vitrified structural decorations were shown by the Winkle Terra-Cotta Company and the Laclede Fire-brick Manufacturing Company. The American section likewise contained a large display of hand-painted pottery and porcelain, in many cases the work of amateurs and lady artists. These specimens were collectively shown by the Missouri State Commission and the Indiana State Commission. The extensive American potteries at Trenton and East Liverpool were very poorly represented, though the Trenton Potteries Company had a fine collection of sanitary ware, baths, &c.

Austria.—The Austrian ceramic court contained a choice collection of the most recent work of many of the chief manufacturers, and the Austrian Government, in their exhibition of school work, showed numerous examples of ceramics from the Schools of Applied Arts in Vienna, Prague, Teplitz-Schönau and Bechyn. Many of these schools work in connection with the local manufacturies, upon which they, no doubt, exert a useful and wholesome influence. Certain important firms in Vienna are not actually manufacturers of porcelain, but are simply engaged in the decoration of wares purchased in the white from other factories. The jury, were, in some cases, in doubt as to whether such works were entitled to high awards. Some difficulties arose, also, in connection with the question whether terra-cotta and pottery, decorated with colouring matter which had not actually passed through the kilns, were eligible for medals and prizes. The attractive and able work of F. Goldscheider, of Vienna, comes into this category, as many of his figures and groups were "lacquered," or coated with colouring matter, which could be removed with the point of a knife. A fine display of original work in porcelain was shown by Messrs. Riessner, Stellmacher & Kessel, of Teplitz, and several manufacturers contributed specimens of porcelain decorated in the Vienna taste.

France.—French ceramics were worthily represented by the magnificent display of porcelain from Sèvres, and fine examples of the work of Limoges were contributed by Messrs. Haviland and Ahrenfeldt, while M. Naudet's artistic production in biscuit porcelain deserved special notice, as did also the architectural decorations by M. Loebnitz. Tiles were shown by M. R. Sachot and by the Société des Produits Céramiques of Boulogne.

Denmark.—The Royal Copenhagen Porcelain Works sent a splendid collection of hard porcelain and many beautiful examples of under and over-glaze colouring. Great success has recently been achieved in the employment of crystallised effects in the glaze, and the decoration shows much novelty and originality. Messrs. Ipsens, in addition to fine terra-cotta work, showed some rich and effective glazes.

Germany.—The German ceramic court presented the only example of the employment of faience decorations upon an extensive scale, surrounded as it was with glazed terra-cotta. The Royal Porcelain Manufactory of Berlin contributed a splendid series of works, including many richly painted vases and plaques and some beautiful bas-reliefs on the walls of their court. The German display was chiefly noticeable for the quaint forms and original colouring of the wares shown by Professors Laeuger, Kornhas, and others. Certain of the schools in Karlsruhe, Stuttgart, and Magdeburg sent collections of art pottery, admirable in design, and in which richly coloured glazes were employed with good effect. Numerous complete rooms were fitted up in the German section, and in certain cases glazed wall tiles and objects in enamelled terra-cotta, fountains, &c., were effectively introduced. It may be stated generally that the display of ceramics from Germany contained more features of novelty and quaintness in form and decoration than those shown by any other European country.

Italy.—The examples of the ceramic manufactures of Italy included some good specimens of modern majolica, some excellent reproductions of old work, and many fine designs in terra-cotta. The pottery shown by the Signa Manufacturing Company of Florence, by Messrs. Salvini & Co., and by Signor D'Amato, of Naples, merit special notice.

Netherlands.—The Netherlands section contained a fine display of blue and white ware from the great works of Delft, which are still in active operation, and which, in addition to specimens in the earlier taste, produce many wares with coloured glazes and some fine examples of tile painting. Very thin vessels in porcelain, which exhibited great ingenuity in potting, were shown by the Rozenburg National Manufactory; the style of decoration adopted for this ware is characteristic and peculiar.

Hungary.—Some very beautiful examples of richly glazed pottery and porcelain were contributed to the Hungarian section by Miklos Zsolnay, of Pesth, and Messrs. Fischer & Nagy deserve special mention for their display.

Portugal.—Highly glazed earthenware and majolica were shown by two manufacturers from Portugal, and some of the specimens displayed much technical skill.

Sweden.—There were also two exhibitors from Sweden of porcelain, pottery and faience of excellent quality and good design.

Belgium.—The ceramics shown by Belgian exhibitors were not very representative in character, though Messrs. Boch Bros., of La Louvière, contributed some fine specimens, and the wall tiles of Vermeiren Coche were of very high quality.

China.—In the Chinese court, in addition to many rare examples of ancient pottery and porcelain, some extremely good copies of old work were displayed by the Tea and Porcelain Co. of Shanghai. The Imperial Chinese Government sent a collective display of modern ceramics, and provincial exhibits were sent from Hupeh and Kiangnan. Messrs. Deacon & Co., Tak Loong, and other firms contributed excellent specimens of porcelain and pottery.

Japan.—As previously stated, the most extensive and varied illustration of the ceramic arts was that made by Japanese exhibitors, who exceeded two hundred in number. Almost every description of porcelain and earthenware was here shown, both of the finer and coarser kinds, and in richness of painting and beauty of decoration much of the workmanship was unrivalled.

General Remarks.—My general conclusions upon the ceramic displays at the St. Louis Exposition lead me to believe that more novelty and originality are to be found in the works of foreign countries than in those contributed to the British section, and that in countries where State schools making a special study of ceramic processes have been founded, as, for instance, in Germany and Austria, a great influence for good upon the manufactures and many original features in design and workmanship can be traced.

The Bottle Trade in British India.—According to a recent report by the Belgian Consul at Calcutta the local market imports, on an average, a yearly value of 250,000 rupees of bottles, flasks, &c. The bulk of medicine bottles introduced are of German origin, whereas mineral water bottles with ball stoppers are, for the most part, of British make. A large business was formerly done by Belgian manufacturers, but of late this has dwindled down to rather less than 1 per cent. of the total trade. Although, recently, a number of dealers have introduced samples of medicine bottles from Belgium, the shape of these does not lend itself to the requirements of the market. Large quantities of such bottles are sold, but they must be flat in shape, not square, and the quality of the glass must be very clear. Round wine bottles of 1 quart capacity have also a very fair sale. They are employed principally for retailing methylated spirits, disinfectants, &c. Special mention must be made of the so-called "confectionery bottles," largely imported by dealers in sweets, which are introduced in hundredweight cases, and bottled on arrival, before being distributed to the retail trade.

AN ANCIENT LABOUR LAW AFFECTING POTTERS.

(SPECIALLY CONTRIBUTED.)

DURING the greater part of the eighteenth century English china and earthenware manufacturers (along with other traders) frequently had occasion to make very strong protest against their operatives being enticed abroad by foreign manufacturers for the specific purpose of acquiring their knowledge and abilities as a means of perfecting manufacturing concerns in other countries, and there is not the slightest doubt that our present-day foreign competition is the direct result of the irresistible inducements offered to working potters to emigrate in those days.

Matters eventually became so serious that an appeal was made to Parliament, in consequence of which special laws were made to meet the exigencies of the time. For many years past these laws seem to have been quite obsolete, and probably many readers of the Pottery Gazette have never heard of them. I therefore venture to submit them as being particularly interesting during these times of international differences. They were framed as follows:—

"By 5th Geo., ch. 27: It is enacted, that if any person or persons shall contract with, entice, endeavour to persuade, or solicit any manufacturer or artificer in wool, iron, brass, &c., or other artificer or manufacturer of Great Britain, to go out of this kingdom into any foreign country out of His Majesty's dominions, and shall be lawfully convicted thereof, upon any indictment or information which shall be preferred or brought against him or them, in any of His Majesty's Courts at Westminster, or at the Assizes, or general gaol delivery, or quarter sessions of the peace for the county, riding, or division where such offence shall be committed, the person and persons so convicted shall be fined any sum not exceeding one hundred pounds for such first offence according to the discretion of the Court in which such conviction shall be, and shall be imprisoned for the space of three months, and until such fine shall be paid; and if any person or persons having been once convicted as aforesaid shall offend again, and shall be so convicted a second time of the like offence, then and in such case the person or persons shall be fined at the discretion of the Court where such convictions shall be, and be imprisoned for twelve months, and until such fine shall be paid.

"And it is further enacted, that if any of His Majesty's subjects within this kingdom, being such artificer or manufacturer as aforesaid, shall go into any country out of His Majesty's dominions there to use or exercise or to teach any of the said trades or manufactures to foreigners, or in case any of His Majesty's subjects now being, or who hereafter shall be in any such foreign country out of His Majesty's dominions as aforesaid, and there using or exercising any of the said trades or manufactories herein before mentioned, shall not return into this realm within six months next after warning shall be given to him by the ambassador, envoy, resident minister, or consul of the Crown of Great Britain in the country in which such artificer shall be, or by any person authorised by such ambassador, envoy, resident minister, or consul, or by one of His Majesty's secretaries of state for the time being, and from thenceforth continually inhabit and dwell within this realm, then and in such case every such person or persons shall be from thenceforth incapable of taking any legacy that shall be devised to him within this kingdom, or of being an executor or administrator to any person or persons within this kingdom, and shall be incapable of taking any lands, tenements, or hereditaments within this kingdom by descent, devise, or purchase, and also forfeit all his lands, tenements, here-

ditaments, goods, and chattels, within this kingdom to His Majesty's use, and shall from thenceforth be and be deemed and taken to be an alien, and shall be out of His Majesty's protection.

"And it is further enacted that upon complaint made upon oath before any justice or justices of the peace that any person or persons is or are endeavouring to seduce or draw away any such manufacturer or artificer as aforesaid out of His Majesty's dominions, for any of the purposes aforesaid, or that any such manufacturer or artificer as aforesaid hath contracted, promised, or is preparing to go out of His Majesty's dominions for any of the purposes aforesaid, then and in such case it shall and may be lawful to and for the justice or justices of the peace unto whom such complaint shall be made to send forth his warrant to bring the person or persons so complained of before him or them or some other of His Majesty's justices of the peace for the same county, riding, division or city; and if when such person or persons shall be so brought before such justices it shall appear to such justice or justices by the oath or oaths of one or more credible witness or witnesses, or by the contention of the party or parties so brought before him or them, that the party so complained of was guilty of any of the said offences, then, and in such case, it shall and may be lawful to and for such justice or justices to bind the person so charged to appear at the next assizes, general gaol delivery, or quarter sessions of the peace, for the county, city, riding, or division, where such offence shall be committed, to answer the premises, with reasonable sureties for such appearance, and in case such person or persons shall refuse or neglect to give such security, then, and in such case, it shall and may be lawful to and for such justice or justices to commit the person or persons so refusing to the county gaol, there to be kept until the next assizes or next quarter sessions of the county, city, riding, or division, where such commitment shall be, at the election of such justice of the peace, and until he, she, or they shall be delivered by due course of law, and in case any artificer or manufacturer shall be convicted upon any indictment to be preferred against him at such assizes or general gaol delivery, or quarter sessions of the peace as aforesaid, of any such promise or contract, or preparation to go abroad beyond the seas, for any purposes aforesaid, then, and in such case, the person so convicted shall give such security to His Majesty, His Majesty's heirs and successers, not to depart out of His Majesty's dominions for any of the purposes aforesaid as such Court shall think reasonable, and shall be imprisoned until such security shall be given."

"By 23rd Geo. II.: It is enacted, that if any person or persons shall contract with, entice, persuade, or endeavour to persuade, solicit or seduce any manufacturer's workman or artificer, of or in any of the manufactories of Great Britain or Ireland, into any foreign country not within the dominions of or belonging to the Crown of Great Britain, shall be lawfully convicted thereof, upon any indictment or information to be preferred or brought against him, her, or them, in His Majesty's Court of King's Bench at Westminister, or by indictment at the assizes or general gaol delivery for the county, riding, or division wherein such offence shall be committed, the person or persons so convicted shall, for every artificer, workman, or manufacturer so by him, her, or them respectively contracted with, enticed, persuaded, solicited, or seduced, severally forfeit the sum of five hundred pounds of lawful money of Great Britain; and shall also suffer imprisonment in the common gaol of the county, riding, division, shire, or stewartry wherein such offender or offenders shall be respectively convicted for the space of twelve calendar months without bail or mainprize, and until such forfeiture shall be paid, and in case of a further conviction, in manner before prescribed by this Act, for or upon a second or other subsequent offence of the same kind, the person or persons so again offending shall upon every second or other subsequent conviction severally forfeit for every person so contracted with by him, her, or them, the sum of one thousand pounds of lawful money of Great Britain, and shall also suffer imprisonment in the common gaol of the county, riding, division, shire, or stewartry, wherein such offender or offenders shall be respectively convicted for the space of two years without bail or mainprize, and until such forfeitures shall be paid.

"And it is further enacted, that one moiety of the respective forfeitures inflicted upon such offenders shall, when recovered, go and be applied to the use of His Majesty, and the other moiety to the use of the person or persons who shall sue and prosecute for the same, respectively."

Foreign Notes.

Italian Glassware Exports in 1905 amounted to 3,473½ metric tons in weight, and £152,840 in value. The figures are much below the average for recent years.

Earthenware to the value of £104,000 was imported into Turkey during the fiscal year 1900-1901. The official returns have only just been issued.

Porcelain to the weight of 389,793 kilos, and valued at £40,520, was imported into Spain last year. The import is steadily declining, both in quantity and value.

The Exports of Austria-Hungary during 1905 included 126,179,400 kilos of china clay, valued at £236,583; 6,493,400 kilos of earthenware, valued at £250,541; and 15,612,700 kilos of porcelain, valued at £780,625. All these items have increased considerably during the last three years.

Mr. Frederick R. Gillinder, head of the glass manufacturing firm of Gillinder & Sons, Inc., of Philadelphia, Pa., U.S.A., died on March 2, at the age of 60 years. At the time of his death he was president of the National Association of Manufacturers of Pressed and Blown Glassware in the United States, having only held office for a few weeks.

Good News—from abroad this time.—A New York pottery glass trade journal says:—"The trade in English goods is better than last year, particularly in china. In earthenware it looks as if the volume would be about the same as last year. Fine English glass of the rock crystal variety is gaining in favour, and large quantities have been sold."

Dutch Tiles in India.—A traveller recently gave an account of the Jewish settlements in India. He stated that the White Jews' synagogue, at Cochin, is paved with wonderful old Dutch tiles. These tiles were once upon a time imported by the Raja of Cochin to adorn his palace. An ingenious Jew contrived to make the Raja believe that the blood of oxen had to be used to procure their delicate glaze. The mere suspicion of such heinous pollution made the tiles altogether taboo for any Hindoo potentate, and so they found their way into the synagogue.

Glass Trust in Spain.—The Commercial Attaché to H.M. Embassy at Madrid (Mr. S. P. Cockerell) reports that a trust has been formed of the manufacturers of plain glass in Spain. It is composed of nine companies, situated as follows:—2 in Bilbao, of which 1 will be closed; 2 in Gijon, of which 1 will be closed; 1 in San Sebastian; 2 in Reinosa, of which 1 will be closed; 1 in Mataporquera, which will be closed; 1 in Seville, which will be closed as regards plain glass. The Seville factory will continue to manufacture undulated ("ondulado") glass for roofing and stamped ("timbrado") glass.

Placing a Bottle Order.—An American contemporary publishes the following interesting little story:—"A firm of distillers in Scotland recently asked for bids on an order for 10,000 gross of whisky bottles. Replies were received from England, Germany and the United States. The idea of asking bids from this country was in the hope that as there would be no duty to pay on the bottles themselves when returned here, the saving would pay freight both ways. The German bid was so much below the American that the whisky men found they could pay freight from Germany to Scotland and the duty at New York and still save three cents a gross."

Bone in China Bodies.—As a result of a large number of experiments an American investigator has found that as the amount of flint or uncombined silica increases in the composition of pottery materials, the ability of bone ash to act as a flux increases also. Tests with a series of trial pieces showed that as the silica increased, so did the fusibility, while the translucency apparently decreased. At cone 13, the first member of the series, with no free flint, gave a perfect bone china, whereas another member, with 5·5 per cent. of free flint warped badly, yet both gave good bone china at cone 8. The conclusion is drawn from these experiments that bone china for a range of from cone 8 to cone 12 can be made from mixtures within the following limits: 0·2 to 0·4 per cent. of potash or higher, and 1·8 to 2·8 per cent. of calcium. Aluminum oxide expressed as the silicate from 2·8 to 4, and as phosphate from 0·6 to 0·93 per cent.

Death of a Famous Manufacturer.—Mr. Robert D. Bryce, one of the small band of journeyman glassworkers who may be said to have commenced the development of the glass industry of Western Pennsylvania, U.S.A., died recently at Ingram, Pa., in his 85th year. His father and mother went to Pittsburg from Scotland in 1819, and he was born on Fourth-avenue on April 14, 1821. The family lived in a house belonging to Messrs. Bakewell, Page & Bakewell, glass manufacturers, and the three sons, James, John, and Robert D. Bryce (the deceased) were apprenticed to the firm. About fifty years ago the three brothers co-operated with six or seven other skilled glass workers, and, under the name of Bryce, McKee & Co., commenced manufacturing on their own account. In course of time their sons joined them. The firm underwent many name changes until ultimately it was Bryce Brothers, and consisted only of the brothers and their sons. When the United States Glass Company was formed, the firm of Bryce Brothers became merged in it. Mr. Robert D. Bryce retired from active work in 1875, but continued his connection with the firm in an advisory capacity. His brothers both died before him, and only one member of the original firm of Bryce, McKee & Co. is now alive—Mr. Reid, of Christiansburg, Va. About four years ago Mr. Bryce had a paralytic stroke, but though this crippled his left arm and left leg, he retained all his mental faculties. He leaves one daughter and one son, Mr. E. W. Bryce, now of the United States Glass Company. Another daughter pre-deceased him by about two months. It was not our good fortune to meet their uncle, but we have the pleasure of the acquaintance of the nephews of the deceased, Mr. Marion G. Bryce and Mr. Frank Bryce, both associated with the United States Glass Company, and we tender them our sympathy in their bereavement. Mr. Bryce's parents were in humble circumstances, and he was almost entirely self-educated. We think his marvellous success as a glass manufacturer is due to the fact that as a youth he served a term of apprenticeship as a glassmaker.

The New Russian Customs Tariff.—An interim report on the new Russian Customs Tariff, as modified by treaties with Germany and France, which came into force on March , has been issued by the Board of Trade. Russia has recently concluded a Commercial Treaty with Austria-Hungary, but it has not been possible, as yet, to obtain particulars of the tariffs-concessions accorded thereunder. Other new treaties are also known to be in contemplation by the Russian Government. The advantage of all concessions which Russia may accord to all other countries, as well as the concessions already made to France and Germany, will be extended to the United Kingdom in virtue of the most-favoured-nation clause in the Anglo-Russian Treaty of 1859. We give below some of the duties which affect the china and earthenware trades, marking with an asterisk (*) those which are below the new general tariff in virtue of the arrangement just mentioned:—Stoneware (called acid-proof) and factory accessories—pots, pitchers, bottles, reservoirs, sweet-jars, taps, connecting parts of apparatus, such as pipes, &c., glazed or not, but not embellished, 2s. 11½d. per cwt. Earthenware: (1) White or of one colour, coloured in the paste, without ornament, with or without moulded patterns, 10s. 10d. per cwt.*; (2) the same, with patterns, edges, or borders of one colour; earthenware, coloured otherwise than in the paste, 12s. 4d. per cwt.*; (3) the same, painted pictorially, gilt, and with patterns of different colours, £1 12s. 6d. per cwt.* Porcelain wares: (1) Porcelain wares (except those separately designated), white, or of one colour, with or without coloured or gilt borders or rims, but not otherwise ornamented; majolica of all kinds, with or without moulded ornamentation, £2 6s. per cwt.*; (2) porcelain vessels, with pictorial paintings, or with coloured or gilt patterns, arabesques, flowers, and similar embellishments; articles of porcelain or biscuit ware for the decoration of rooms, white or of one colour but without pictorial painting, gilding, or embellishments of copper or of alloys of copper, £5 15s. per cwt.*; (3) articles of porcelain or biscuit ware, for the decoration of rooms, e.g., vases, statuettes, &c., painted pictorially, gilt or ornamented with copper or alloys of copper; artificial flowers of porcelain (or of faïence) and other imitations of plants, and articles made from the same, e.g., wreaths, bouquets, &c., even though parts of the articles be made from other materials, £12 8s. 3d. per cwt.

Method of Enamelling without Stoving.—Champigneulle's method of enamelling without stoving is based on the use of a special vitreous paste, which when applied in a hot state on any ground, hardens in cooling and assumes the appearance of true stoved enamel. The first step is to prepare a kind of soluble glass, by mixing, say: 70 parts of quartz, 15 of lime, 5 of carbon and 10 of soda or potash, the mixture being fused in any convenient manner and the resulting alkali silicate boiled in a closed vessel. The solution is next treated with about 5 per cent. of calcium sulphate, which causes a precipitation, the object of which is to prevent any ulterior efflorescence of alkali likely to spoil the appearance of the enamel. The decanted syrup is of pasty consistency, and for use must be heated to about 75° C. When applied in this state to any surface it forms a clear layer, which sets hard in cooling, adheres firmly to the substratum, and is free from cracks or crazing. No film or deposit is formed on its surface, which is perfectly lustrous without any polishing, varnishing of any other preparation of the kind. The same mass can be moulded in any shape, and coloured in any shade, the colours being fixed with tannates of gelatine and alum. It may also be used for making inlaid work, the pattern being cut out of a piece of veneer and the spaces filled with the heated paste, which may be coloured to imitate mother-of-pearl, ivory, glass, metals, &c. Translucent effects may be produced in a similar manner on scales of mica or a sheet of opalised paste.

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AMONGST SUBURBAN DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

NORTH LONDON.

(*Continued from page* 347).

W. T. Standish & Co., 34, Topsfield-parade, Crouch End, N., have a shop known in the district as Standish's China Stores. When the word "Stores" is mentioned we are in the habit of thinking of grocery, drapery, and lots of other things, but Standish's is a proper china, glass, and pottery store, and a look round the shop will satisfy anyone in the trade that it is conducted by one who is well acquainted with the commodities handled. I did not see Mr. Standish himself, as he has another business at 57, Baker-street, W., where he happened to be at the time of my visit to Crouch End. However, I saw Mr. R. Cross, who manages the Crouch End business for Mr. Standish, and was shown over the premises by him. The shop is well situated in a main thoroughfare, and the business seems to include all grades of our trade, except, perhaps, the very commonest. There is a good selection of best goods, medium class, and cheaper qualities—such as middle and better class householders use daily. I understand Mr. Standish acquired what was a very small business there, about ten years ago, and, by his energy and complete knowledge of the trade, has worked it up to the present important family connection. The stock includes an ample assortment in useful goods, such as toilet, dinner, tea, breakfast, and dessert ware: table glass of all kinds, and a variety of ornamental and fancy goods, in both china and glass. I found Mr. Cross so well informed in every detail of the trade that I asked him if he had been long at it. He says he served an apprenticeship to it, and has been in it all his business life. (It would be an advantage to themselves, as well as to our trades, if more youths would submit to the training entailed by an apprenticeship, instead of rushing straight from school to situations as clerks, or shop assistants, with wages commencing at about 12s. a week, rising to 25s., and in the majority of cases, stopping at that.) The result of this early training is that Mr. Cross seems capable of buying and selling anything in pottery and glass on its merits. Mr. Standish has a fine shop, and I should like to give an illustration of the interior of it There are two large stands in the centre, and shelves all round. The end compartment is covered in by a head-light, which greatly adds to the appearance of the front shop. There is a large front window, with an entrance at one side. The entrance is a very attractive feature of the premises. The side of the window is bevelled in the usual way to form a recess a few feet deep on the front level, and on the right of this recess there is a large glass case with plate-glass shelves, with the edges in large scallops. The graceful curves of these shelves add considerably to the effectiveness of the display. The side window is used for special shows, which are changed weekly. I saw it filled with all white china, and very pretty it looked. Almost everything for use or ornament was exhibited in plain white and fluted white china. I can understand, if the next week was devoted to decorated and gilt goods, "the man (and the woman) in the street" could not fail to notice it. The case is practically dust-tight, and the goods in it are easily accessible without obstructing the entrance to the shop even for a moment. The front of this case consists of one sheet of plate glass, in a frame, the bottom of which runs in a groove, so that it can be easily drawn back into the shop, giving complete access to every piece in the case. The stock consists mostly of British goods, but foreign wares are also prominently displayed. Like all other patriotic citizens, Mr. Cross would prefer to sell only British-made goods, but says that in some lines, especially trinket sets, foreign goods must be sold. If he confined himself to British goods he says he would do no trade in trinkets. I mentioned some good lines in English china trinket sets. He has them, but says they do not sell against the imported ones. He says English manufacturers cannot supply sets of equal size and quality with the foreigners at the same prices. If they give a set at the price of a foreign one, it contains fewer pieces and no English maker produces anything like the variety in shapes that foreign makers do. These are platitudes now, but I hear them everywhere, and can only record what I hear. I should certainly like to see British productions control the British market, but cannot say how that is to be brought about.

Mr. W. Christmas, china and glass merchant, 9, Broadway-parade, Crouch End, N., does not leave any passenger in the street in doubt for a moment as to the nature of his business. A more attractive display could scarcely be made in a shop of the same size. It is a double-fronted shop; the windows on each side are square plate-glass cases, practically dust-proof. The windows are attractive, not so much because of the quantity of goods shown in them as by the judicious arrangement of them. A good view of the contents of the windows is obtained not only from the street in front but from the entrance to the shop, which is between the windows, the door of the shop standing back about 5 ft. or 6 ft. from the street. In addition to plate-glass shelves all round the windows, square slabs of plate glass are placed on the tops of vases standing on the window board, and small goods are displayed on them to advantage. The windows are lofty, and come very nearly to the floor level, and as there are no heavy fittings to intercept the view, the goods ranged at the back are readily seen. The window display is thoroughly representative of the wide range of goods kept in stock. There are samples of the best porcelain and glass, and others of the medium and cheaper grades. Mr. Christmas shows together toilet sets of the very latest design, high-class dinner ware and tea ware, table glass, and a selection of small fancy goods. Most of the goods are legibly, but not obtrusively priced. It is an advantage to the dealer, as well as to the purchaser, when the customer enters the shop with some idea of the kind of article he can buy for the amount he proposes to spend. It is a lofty shop, with a noble stand running down the centre, and shelves on all the sides reaching up to the ceiling. Mr. Christmas has had long experience in various branches of the trade, and was buyer in an important London house for many years. He has had this shop at Crouch End only four or five years. He acquired a business already established, but it appears to have been a "business" in name only, as very little trade was done there until he came. He has, however, every reason to be satisfied with the connection he has already formed. He has now a fairly good family trade in medium and better-class goods. His son is in the business with him, and he also is well acquanted with the goods handled, as he has been well trained as a salesman. I asked the question that may be described as my stereotyped inquiry, "Do you sell much foreign ware?" and I may say I received a stereotyped reply. Mr. Christmas would prefer to keep only British china and glass, but he says the public will not always pay the price of English, and unless he stocked foreign goods his business would materially decline. About one-twentieth of the pottery he sells is foreign, and consists principally of trinket sets and dainty little nick-nacks. In glass the proportion of foreign goods is much greater. He says price is the real cause of the quantity of foreign glass sold here. People have become so accustomed to buying cheap foreign trinkets, wines, and glass dishes that,

however much better the article may be, they will not buy British-made goods like they used to do. Mr. Christmas pleased me when he showed one line of English cut table glass, which he says is the best value in glass that he buys. He says he does very well with it, and wishes he could obtain a greater variety. He cultivates matching and repair orders. He admits they never pay themselves, but he finds they keep customers to him. He says he invariably tells his customer that he cannot promise any date for delivering or matching, and thus he avoids the trouble of repeated inquiries. He says when people clearly understand that they will have to wait some time for a matching, and will have to pay more for it, they are more reasonable. He undertakes repairs of both china and glass, and has already acquired a reputation amongst the residents for his skilful repairs. While I was in the shop a lady brought a dish which Mr. Christmas had repaired for her only a month or two ago, and complained that it had not been properly mended or it would not have broken again so soon. Mr. Christmas suggested that it had been dropped or had received a blow. "Oh no, it simply came to pieces again where it had been repaired." Mr. Christmas took the pieces in his hand, and pointed out to her that there was a clean, and therefore new, fracture, at each end of the break. He next produced a book, found the lady's name in the index, turned up several entries, and ultimately found the entry of this repair, about eighteen months previous. The dish was left to be again mended, and when the customer had gone I was permitted to look at this book. I was not pledged to secrecy, so I may say that it was a simple yet perfect systematic record of all repairs done The first column contained the date, the next the consecutive number of the transaction, then the customer's name and address, the name of the article, short particulars of the breakage, the cost of the repair, and the charge made to the customer, and, lastly, the date it was sent home These particulars were on separate columns, extending across two pages of a foolscap book. A blank line was left between each entry, so that reference is quite easy. Mr. Christmas has an exactly similar book for matchings. I hear there is very little trouble in keeping systematic records like these, while the possession of them will often both save time and prevent annoyance. Mr. Christmas's premises are none too large, but they are well arranged, and he thus makes the most of them. He has a back entrance for goods, and unpacking-room and stock-rooms in the rear of the shop, but on the same level.

G. R. Coultas & Co. are successors to Coultas & Whittlesee, house furnishers, with spacious premises, 3, 9, and 10, Grand-parade, Highgate, a good position in the main road immediately opposite the Great Northern Railway Station. I have described them correctly as house furnishers, but they have a separate china and glass shop. They might therefore be properly called china and glass dealers. The shop is connected by an open arch with the bedding and furniture department, but otherwise it is a distinct business. Of course, their idea is that of the stores, and they get customers for things they want, and then give them an opportunity to see things they are likely to want on another occasion. I have not seen any of the firm's other branches, but the china and glass shop is in good hands. The manager (I am not sure whether he is one of the firm or not) is well acquainted with the requirements of the neighbourhood for pottery and glass, and he is doing his best to meet them. The chief demand there seems to be for medium and cheaper priced goods, and there is a large proportion of foreign goods in the stock. When I commented upon this I expected what the reply would be—I have, unfortunately, heard it so often—"I cannot help it; customers will have low-priced things now. They don't want to be told that the English made is better value; they will have that which costs them least," and so on. We touched the fringe of the fiscal question, but did not discuss it, and neither of us committed himself to any decided opinion on the present position or the future prospects of it. But the gentleman was very emphatic as to the advantages the country had derived from Free Trade in the past, and was, indeed, still enjoying. He said thousands of the homes of the poor must have remained without ornaments if we had not imported cheap ones that were not made in this country. Pretty vases, pretty figures, and pretty pictures, not only beautify the homes of the poor, but improve the taste of parents and children. I suggested that there were plenty of cheap and attractive British made ornaments. "Yes," he said, "but how long have we had them? And even now," he added, "there are thousands who beautify their homes who could not afford to do so at British prices." The firm have a good assortment of all kinds of useful domestic earthenware, china and glass, which includes the latest novelties. The most expensive varieties are not stocked, but all the same some very good sets are shown. Persons commencing housekeeping in the neighbourhood get a complete outfit in glass and pottery from Messrs. Coultas & Co., and then they go to them for renewals. That the firm maintain a connection in this way shows that they give their customers satisfaction.

Mrs. A. Griffith's China and Glass Stores, 9, High-street, North Finchley and is a compact little shop, well situated for a quiet trade. The lady understands her business, and is quite alive to the necessity of conforming to circumstances. Indeed, from what she tells me, if she had not done so she would be doing very little business now. When she commenced business in Finchley she was almost the only glass and china dealer in the neighbourhood. She then did a fairly good trade amongst the residents who, for the greater part, wanted good quality in both pottery and glass. Soon after she was established, however, a change commenced in the class of residents; this has been going on gradually, until now the neighbourhood is quite altered. She has but few of her old customers left, and all the new ones require cheaper goods. Like a sensible dealer she adapted her stock to the requirements of her customers, as often as she found out what the requirements were. She still has some high-class goods, but her display consists principally of cheaper grades. Mrs. Griffiths has another grievance. Within the last year or so the extension of the tramway system encourages residents to go past her shop to the large stores. She very justly complains, as so many other individual dealers do, that householders come to her for their oddments, and even for their matchings, while they go to the stores for their sets. Retail dealers often see some of the least amiable traits in the characters of their customers, but they have not many opportunities of talking about them. I suppose my visits seem to provide suitable occasion for unburthening their minds. Naturally, I am sympathetic because I know so well the disadvantages under which the smaller dealers conduct their business to-day. In many districts the householders simply make a convenience of them. This is Mrs. Griffith's complaint. She has customers who come to her two or three, and sometimes more times in a week, for little things they want; she sends them home and books them, but they do not buy a set of anything. One of these regular (credit) customers was in the shop recently, and casually asked the price of a dinner set she saw. Mrs. Griffiths told her, and showed her two or three patterns, and, I suppose at the proper time, asked if she should send home a nice service she was showing. "Oh dear, no!" said the lady, "I should not think of getting a service here! I go to the stores, where there is a very much greater variety to choose from." Ladies show their selfishness in shopping. It is most unreasonable to expect a

dealer to give credit for little things, on which there is little or no profit, and then to take ready money to the stores for larger purchases. How to alter this is a very difficult problem. In common fairness it should be altered.

G. L. Day & Co., 8, Regent's-parade, North Finchley, have an attractive window display and a large and well-stocked shop. They cater for practically all classes of customers, and consequently they keep the goods of most of the well-known manufacturers. I remarked upon the variety of their stock, and the reply was: "We are obliged to have it; otherwise the trams, motor cars, and omnibuses would take people where they can get variety." It is the same complaint everywhere—keen competition. Messrs. Day & Co. say they would not mind the fair competition of dealers in the neighbourhood, but they have now to compete with large dealers at a distance from them. They do not regard tramway systems as an unmixed blessing—indeed, they agree with scores of other dealers in saying that these facilities of cheap and rapid locomotion are destructive of suburban retail trading. Still, to judge from their premises and stock the firm seem to have a good business. They lend out glass and china on hire, and solicit riveting and matching orders. These may not be profitable themselves, but they often lead to other business. In addition to a passing trade, for which their shop is well situated, they have a good private connection. As illustrating the constant changes that are taking place, I may mention that I found J. Standish's shop at Church End, Finchley, empty, and that A. Gilbert & Co. (the New Century Company) at East Finchley, were selling off their stock.

AMONGST PROVINCIAL DEALERS.

(BY OUR OWN CORRESPONDENT.)

LEEDS.

A WELL STOCKED shop in which household china, glass, and earthenware appeared in large and useful variety at the time of my visit is held by Mr. JAMES WILLIAM CLARKE in North-street, Leeds. A considerable number of articles for ornamental uses appeared among the stock, but the greater part of it was clearly meant for utilitarian purposes. Mr. Clarke holds another shop in Chapeltown-road, in the same locality. The street and the road are main thoroughfares, and lie through a largely populated part of the city, so that a good family connection is enjoyed at both shops.

Glass, china, and earthenware form the stock of a branch of the business carried on by A. W. SCARR & SONS, in New York-street, and in the general market, Leeds. Useful medium-class goods, vases, including some of the cheap and attractive new lines, and novelty goods for children, such as plates with nursery rhymes and cups with pictures, motto, or sentiment matter printed on them, were conspicuous among a large stock at the New York-street shop at the time of my visit. The principal who had charge of the department was unfortunately away for the afternoon, so that I had not the pleasure of seeing him.

An establishment which for many years has been a centre of interest to admirers of art, as seen in glass and china, has been carried on for more than a quarter of a century by Mr. J. H. AWMACK, at No. 8, New Briggate, Leeds. The establishment is of interest by reason of its trade record, no less than the artistic character of the goods shown in its windows and in its extensive showrooms. The business was founded by Mr. Lewis Knight, of Manchester, in 1853. In that year Mr. Knight induced his brother, Mr. J. H. Knight, then at Reading, to join him in starting a glass and earthenware business at Leeds. Premises were taken in Lowerhead-row, and here the business was begun, and carried on for some time by the two brothers. Mr. Lewis Knight subsequently withdrew from the business, leaving it in his brother's hands, and returned to Manchester. In 1872 Mr. J. H. Knight changed the name under which the business was then being carried on to that of Knight & Day, and under this style it remained until 1880. Mr. Awmack, the present proprietor, was a nephew of Mr. Knight, and was born at Wakefield. When five years of age he was taken to America. Here he remained for seventeen years, thirteen years being spent in Canada and four in New York. In 1873 Mr. Awmack returned to England, and joined his uncle to assist him in carrying on the business at Leeds. Mr. Knight found his nephew to be possessed of such business acumen and to discharge his duties with such discrimination and thoroughness that he was quickly entrusted with the sole management of the place, and shortly after an arrangement was made with him which left him virtually proprietor of the business. A little later all rights and property in the business were sold by Mr. Knight to Mr. Awmack. In 1880 Mr. Awmack substituted his own name as proprietor for that of Knight & Day. For some years Mr. Awmack has had the assistance of his three sons, Mr. H. Frank, Mr. Wilfrid T., and Mr. Ernest Awmack, all of whom are energetic young men of the best British business type, industrious, clear-thinking, straight-dealing, and prompt in action. The business has become very extensive, and finds much occupation for two of the sons in travelling. Until some three and a half years ago the business was mainly confined to goods of the medium class, but at that time Mr. Awmack decided to give more attention to high-class glass and china ware. In furtherance of this decision the stock, patterns, and books of William Hodgson & Son were purchased, and a high-class department was established. A short time ago premises adjoining Mr. Awmack's, in New Briggate, became vacant, and were secured by him in time for the Christmas trade. The old shop was reserved for the high-class goods, and the new premises for the medium class, so that a commodious shop, with large showroom and storeroom space became devoted to each of these two main branches of the business. As Mr. Awmack conducted me from floor to floor he said, "I think if English people would push English stuff more it would be for the benefit of the country. I would rather sell English china and vases and glass because one is helping one's own countrymen and—there is more profit," said Mr. Awmack, with a blending of business and patriotism which I could not but admire. We passed from the capacious basement apartments to the uppermost rooms. All were lighted by electricity. A fine lift connected the lowest floors with the upper floors. In the old, main shop Mr. Awmack drew my attention to superb examples of leading wares. Pausing by a counter on which a collection of beautifully finished fireproof ware was arranged, Mr. Awmack treated me to an exposition on the comparative merits of the new French and English fireproof goods. Selecting two stewpots, nearly alike in size and form, one of French make the other of English, he named the selling price of each one. The French article was more than double the price of the English article. "And yet," said Mr. Awmack, "a lady would rather pay the price of that one—the French pot—than of that one, and have that"—the French pot. Of course, I asked "Why?" "Because that one—the English pot—will stand fire so much better than this one—the English pot—and that one is made on a porcelain base, and this on an earthenware base. Look at the difference." Mr. Awmack removed the cover of each pot, and held the pots side by side. The inside of the French pot was white; that of the English pot was of a brownish grey. "They like the white better than dark colour, but the French pot stands the fire much better than the English pot. The

English seems made of a common earthenware,'' said Mr. Awmack. Shortly after this I bade Mr. Awmack adieu, and left his fine premises.

A large and striking corner shop in King Edward-street, Leeds, is held by ANDREW YOUNG & Co., and is much frequented by housekeepers and others of the city and district who are in want of the more useful kinds of table, kitchen, and toilet ware. I found Mr. Young busy among stock and books after a brisk Christmas and New Year's trade, but he courteously spared a few minutes to talk with me about glass and china trade affairs. I was glad to find that the winter season up to that time had been very favourable as regards business, and that the outlook for the year was very cheering. In the course of our conversation Mr. Young referred to his order book, and showed me that in the book he had an exact copy of each order given out. He spoke highly of the value of such a record. ''I was told,'' he said, ''when I started in business that I would keep the book for six months, and here it is now. I would not lose that book for a hundred pounds. I have just made a heavy payment, and I think I could show you at least ten on which the book has saved. In one case I had taken 10 per cent. off, and they said it should have been five. I turned up the book, and there it was, ten; there was the thing in the book.'' Mr. Young urged me to recommend the use of the order book to the trade, so that a properly written order should be given in all cases, and never merely a verbal order. Another hint was given to me, which I gladly record for the advantage of any whom it may concern. A short time ago Mr. Young sent out 90,000 circulars in reference to a sale which his firm were about to hold. Under ordinary circumstances two, four, or more of the circulars would, in many cases, have been delivered at one house. As a precaution against that the firm had recourse to a little device. A ''special coupon'' was printed across the bottom of the bill on the last page, with the intimation that six cups and saucers of a fancy shape or six tumblers of certain patterns, might be obtained at prices stated on the coupon if the coupon were presented at the shop; but it was stipulated that only one half-dozen of the articles would be supplied to each customer. If a second coupon or more were presented by one person questions were asked as to how the coupons were obtained. The answer in such cases usually was that the bills were delivered at the house. The bill contractor would then be informed that more than one bill had been delivered at such a house, and an explanation would be asked for. A very little of this experience insured accuracy in the delivery of the bills. ''It helps to check the delivery, and it brings more customers to the shop,'' said Mr. Young. We talked of the Association, and Mr. Young expressed anxiety lest it should become bigoted. ''We must recognise a legitimate department in every shop,'' he said. ''I mean that anybody who has a department with a minimum stock of £500 should be recognised as a legitimate pottery dealer. If we recognise such a man as a fair and legitimate dealer then we have a base on which we can build. The question which is most serious,'' continued Mr. Young, ''is that of railway rates. The question of crates and straw does not trouble me. We pay 5s. for the use of the straw, and return the crate. Dealers make out that there is a difficulty over this crate and straw question, but I don't find it. The man who buys £5 worth of stuff is charged 5s., and the man who buys £20 worth is also charged 5s. I have not found one who does not agree with me that 5s. is a fair and reasonable price.'' Mr. Young was brought up to the business, so fully understood the points and practices of which he had spoken. His introduction to the china, glass, and earthenware trade was obtained in 'prentice years, spent with Messrs. Barrett & Sons, of Cambridge. A further insight into the trade was gained during a connection with Mr. John Staynes, of Leicester. Then he travelled north, and spent ten years with the Caulfields, of Glasgow. Following that period came a term of two years as buyer for Anderson's Polytechnic, Glasgow, and after that a further term with the Caulfields. Mr. Young conducted me over his warehouse. On the first floor, in a large and well-stocked room, tea sets formed a leading class of goods. Hastily I viewed quite a large number of chaste sets by Longton makers, some of rare quality; and others, also beautiful, but of a more popular price. ''That is where we keep the foreigner out,'' said Mr. Young eagerly, pointing to a dainty but cheap English tea set. Some choice tureens in Canton, peacock, and sage green, the darker colours being exceptionally deep and rich, had come in that day, and formed a strikingly beautiful collection. The firm have for some time also had a shop in New Briggate, Leeds, and another shop in King-street, Huddersfield. I was pleased to learn that business at this last-named shop had lately been very satisfactory.

Among the many fine places of business which line the north side of Boar-lane, Leeds, is the old-established glass and china warehouse of Mr. JAMES ALFRED DOYLE. Mr. Doyle has held the premises in question for thirty-five years, and before coming to them was for several years in the same line of business on Leeds Bridge. The window display and the stock in the ground-floor showroom have always proclaimed the character of the connection enjoyed. They have indicated that a high-class trade was done, or at any rate that a very liberal provision for such a trade was maintained. The feature of the premises which will probably strike a visitor first is their loftiness. Six storeys are available for purposes of the trade, and all of these, on the occasion of my visit, appeared to be stocked to their full capacity with artistic glass, china, and earthenware by leading makers. Mr. Doyle courteously showed me through the principal rooms and pointed out many interested articles and sets of goods among the large stocks in the rooms. My attention was directed successively to various famous wares, many extremely beautiful examples being ranged on tables and stands. In the main room on the first floor a large centre table with steplike stand supported a wealth of richly cut glass, exquisite vases, and tea sets. At one side of the room were arranged coffee sets in some twenty-five different patterns, while five o'clock tea sets could be counted by the score. In this room Mr. Doyle drew my attention to some very beautiful vases. In the course of our conversation as we passed through the rooms Mr. Doyle touched on an old and standing grievance of provincial traders. I had asked what could be best done at the present time to further the interests of the retail traders. ''If you can only stop English people buying when they are on the Continent or in London you will help us,'' was the reply. Often have I heard a similar remark from provincial traders. The grievance is indisputable, but how to remove it—there, indeed, is the rub. I have not yet met with a workable suggestion for meeting this difficulty. The most consoling reflection so far has been that in spite of the Continental and London buying, provincial dealers have managed to hold their own as well as they have open.

United States Imports of earthen, stone, and china ware during 1905 amounted in value to $12,199,605, showing a substantial advance on the previous year. The increase is shared between France, Germany, Austria, and Japan, all other countries showing a decrease. The value of the import from Great Britain was $2,665,490. Germany supplied $5,042,605 worth. The value of the import from no other country exceeded two million dollars.

Parliamentary Notes.

The Prevention of Corruption.—The text of Lord Halsbury's Bill for the prevention of corruption has been published. It provides that any agent (or person employed by another) accepting any gift or consideration in relation to his principal's affairs or business, and any person giving any reward to him, shall be liable on conviction to imprisonment for a term not exceeding two years, or a fine not exceeding £500. Anyone giving or using, with the intention to deceive a principal, a receipt or account containing a false statement shall be liable to the same punishment. The measure is intended to apply to servants of the Crown. The consent of the Attorney-General or the Solicitor-General must be obtained before proceedings can be instituted.

Sweating in the Glass Bevelling Trade.—On March 8 Mr. O'Grady, Labour Member, asked the Prime Minister whether, in view of the sweating that prevailed in the furniture, glass-bevelling, and other trades, particularly in the East End of London, he would consider the advisability of appointing a Royal Commission to inquire into the evils with a view to legislation for its effective removal. Sir H. Campbell-Bannerman replied that he was in full sympathy with the hon. member's object, but he feared he could not at this stage form an opinion as to whether an inquiry by a Royal Commission was desirable. Mr. O'Grady asked if the Prime Minister was aware that many of the goods made for Government departments could be classed as sweated goods, but no answer was given.

Workmen's Compensation Bill and Lead Poisoning.—On Monday last, the Home Secretary introduced a Bill to make further provision with respect to compensation to workmen for injury in the course of their employment. After provisions extending the principle of the Act of 1897, and after proposing that an employer whose workmen did not exceed five should not come under the operation of the Act, industrial diseases were dealt with. The Home Secretary said it was proposed "to extend the Act to industrial diseases—anthrax, lead poisoning, mercury poisoning, phosphorus poisoning, arsenical poisoning, and ankylostomiasis. Where the disease was due to the nature of the employment in which the workman had been engaged during the previous twelve months, he was to be entitled to compensation to be recovered from the last employer. If the latter proved the disease was contracted or developed while the workman was in the service of another or other employers, there would be proportionate and collective responsibility. To those trades the five limit would not apply, and the Home Secretary was given powers to extend the Act to other diseases and processes."

Canadian Postal Rates.—On March 6, the Postmaster-General, in reply to a question as to whether he was taking any steps with regard to the reduction of the postal rates to Canada on British magazines, periodicals, and newspapers, under the special circumstances of the case, said :—The question is engaging my attention. But I may take this opportunity of pointing out that the present charge of 4d. a pound on these postal items does not cover the average cost of the colonial traffic, which is at present carried on at a loss. A reduction on the general charge on such articles at home, and in the Colonies, sufficient to meet the Canadian case would entail a very heavy loss of revenue ; a loss which could not be recouped, but would only be made greater by any increase that took place in the amount carried due to the reduction of the rate. The question, therefore, of a charge which would involve a large general reduction in this item of postage is, under existing conditions, not feasible. The position of Canada, however, in regard to this matter is a peculiar one. But I see, I fear, little prospect of attaining the desired object, unless some special arrangement, entailing probably some sacrifice on either side, could be devised, and in a form which would not create a precedent.

A Commission on Canals.—A Royal Commission has been appointed to inquire into the canals and inland navigations of the United Kingdom, and to report on :—(1) Their present condition and financial position. (2) The causes which have operated to prevent the carrying out of improvements by private enterprise, and whether such causes are removable by legislation. (3) Facilities, improvements, and extensions desirable in order to complete a system of through communication by water between centres of commercial, industrial, or agricultural importance, and between such centres and the sea. (4) The prospect of benefit to the trade of the country compatible with a reasonable return on the probable cost. (5) The expediency of canals being made or acquired by public bodies or trusts, and the methods by which funds for the purpose could be obtained and secured, and what should be the system of control and management of such bodies or trusts. The following are the Royal Commissioners :—Lord Shuttleworth (chairman), Lord Kenyon, Lord Brassey, Lord Farrer, Sir J. Dorington, Sir J. Brunner, M.P., Sir F. Hopwood (Board of Trade), Mr. W. J. Crossley, M.P., Mr. Russell Rea, M.P., Mr. Remnant, M.P., Mr. P. Snowden, M.P., Mr. H. Vivian, M.P., Mr. Waldron, M.P., Mr. R. C. H. Davison, C.E., Mr. J. P. Griffith, C.E., Dr. A. J. Herbertson, Mr. J. C. Inglis, C.E., Mr. H. F. Killick, Mr. J. Wilson, Mr. W. B. Duffield, M.A., barrister (secretary).

Government Contracts and Leadless Glaze.—In the House of Commons, on March 7, Sir Charles Dilke asked the First Commissioner of Works the following question :—Whether the use of leadless glaze ware is continued to be specified in contracts for china and earthenware by, or undertaken by other departments on the advice of, the Office of Works ; and whether the advice of the Office of Works in this matter is still asked by the Admiralty, the War Office, the India Office, and other departments, or whether questions should be put separately to them and to the Post Office in respect of the purchase of insulators ; whether he has any reason to suppose that there is combination on the part of many manufacturers or dealers not to supply articles made with leadless glaze except at special prices, higher than those originally set upon such articles when the policy of preference to leadless glaze was originally adopted by the Office of Works, the Admiralty, and other public departments. Mr. Lewis Harcourt, in reply, said:—Amended special rules under the Factory and Workshops Acts for the manufacture and decoration of earthenware and china have been issued by the Home Office in the form established after arbitration by the awards of the umpire, Lord James of Hereford. These rules allow the use of lead glaze if the amount of soluble lead does not exceed 5 per cent. Experience having shown that strict adherence to the policy of using leadless glaze rendered it extremely difficult to obtain competitive tenders and considerably enhanced expenditure, the Office of Works has recently followed the example of the Home Office in accepting lead-glazed articles in accordance with the above rules. The advice of the Office of Works has not been sought lately by the other departments mentioned, and I am unable to answer for them as to supplies under their control. I have no evidence of such a combination as is referred to by my right hon. friend, but if he has any information which he is willing to give me, I shall gladly receive it, and, if necessary, act upon it.

South African Freights.—On March 20, in the House of Commons, Mr. Keir Hardie asked the President of the Board of Trade whether he was aware that the freight rate from the United States of America to South Africa for agricultural machinery was 17s. 6d. per ton, whereas from this country it was 40s. per ton; that the average freight rate from the United States of America was 33 1-3 less than the freight rate charged from this country; whether this had caused South African trade, especially in Cape Colony, to decline 2½ per cent., whereas for the same period foreign trade with the same colony had increased by 25 per cent.; whether this was due to the monopoly secured by the shipping ring, particularly the Union-Castle Company; and what action he proposed taking to remove this handicap from British trade with the South African colonies. Mr. Lloyd-George replied: I have compared the figures quoted with the information on this subject in the possession of the Board of Trade, and I find that my hon. friend has been misinformed as to the figures he quotes, and the deduction he draws from them is, therefore, probably erroneous. I have communicated with the Union-Castle and other lines interested. They say the tariff rates for agricultural machinery are as follows:—To Cape Town, from the United Kingdom, 25s.; from the United States of America, 25s.; to Algoa Bay, 25s. and 27s. 6d. respectively; to East London, 32s. 6d. and 30s. respectively; to Natal, 32s. 6d. and 32s. 6d. respectively; to Delagoa Bay, 35s. and 40s. respectively. On the whole, therefore, these rates are in favour of the United Kingdom. The whole question of South African freights is under the consideration of the Government.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Smith's china and glass stores have been opened at 17 and 19, High-street, Harlesden, N.W.

Fisher & Co., china and glass dealers, have relinquished the business at 52, High-street, Putney, S.W.

Mr. W. J. Lewis, china and glass dealer, has opened premises at 335, Barking-road, Plaistow, E.

Summers & Co., china and glass dealers, have opened premises at 168, Green-street, Forest Gate, E.

Mr. James L. Hughes is commencing business as china and glass merchant at 25, North-street, Belfast.

J. Rogers & Co., china clay and stone miners, formerly of Truro, have removed their office to Newquay.

Mr. F. D. Cresshull, glass merchant, has acquired the premises, 51, Myddelton-street, Clerkenwell, E.C.

Mr. S. Reid, china and glass merchant, has opened premises at 261, High-street, Camden Town, N.W.

Mr. S. Drake, china and glass merchant, has opened the premises, 136, Seven Sisters-road, Finsbury Park, N.

Rogers & Co., china and glass merchants, have relinquished the business at 353, Green-lanes, Harringay, N.

Mr. Binns, china and glass dealer, has removed from 73, High-road, Leytonstone, E., to 178, Lea Bridge-road, Leyton, E.

Mr. George Whillans, glass and china merchant, &c., of Maryport, died on March 16 as the result of falling from the roof of a shed.

Mrs. M. Chetham, china and glass dealer, announces her intention of shortly vacating the premises, 186, Kentish Town-road, N.W.

Mr. J. Marks, china and glass merchant, has recently opened premises at 67, Middlesex-street, Bishopsgate-street Without, E.

Atkinson & Co.'s tender (£248) for the supply of earthenware has been accepted by the managers of the Poplar and Stepney Sick Asylum.

The Mile End Guardians have accepted the tender (£199) of Mr. D. Shepherd, 259, Whitechapel-road, E., for the supply of earthenware.

Mr. J. Wilkins, glass merchant (late with Mr. D. Ritcher, Golden-lane, E.C.), has commenced business at 2, Lamb's-buildings, Bunhill-row, E.C.

Mr. W. Huntsman's (Upper-street, Islington, N.) tender for the supply of crockery ware has been accepted by the Hampstead Board of Guardians.

The Poplar Board of Guardians have accepted the tender (£300) of Mr. W. T. Legg, 129 and 131, East India Dock-road, E., for the supply of earthenware.

Gridland & Yates, china and glass merchants, in consequence of the expiration of lease, have relinquished the business at 46, Barking-road, Canning Town, E.

Quin & Axten have acquired the premises, 240 to 246, Stockwell-road, S.W., when upon completion of alterations they will open a new china and glass department.

Mr. E. Fomeroy, china and glass merchant, is about to transfer his business from 5, Tower Bridge-road, Bermondsey, S.E., to 57 in the same thoroughfare.

The Lambeth Board of Guardians have accepted the tender of J. Defries & Sons, 146-147, Houndsditch, E.C., for the supply of crockery and glass to the value of £242 5s. 8d.

Mr. J. G. Dickens, china, glass, and earthenware dealer, is removing from 119, Hoe-street, Walthamstow, E., to more extensive premises at 108 in the same thoroughfare.

Davis & Co., china and glass dealers, &c., having disposed of the lease, announce their intention of shortly vacating the premises, 24, St. John's-road, Clapham Junction, S.W.

Atkinson & Co., 11-14, Addington-street, E.C., have tendered successfully for the supply of earthenware, china and glass to the Guardians of St. Mary Abbotts, Kensington, London, W.

The St. George's (Westminster) Board of Guardians have accepted the tender (£343 19s. 11d.) of Mr. J. Shingler, 108, High-street, Stoke Newington, N., for the supply of earthenware, glass, &c.

An Exhibition of "Les arts et industries du feu (fire)" is to be held in Paris from June to October of the current year. Particulars can be obtained from M. Charles Bing, 19, Rue St. Roch, Paris.

Old Worcester.—Six pairs of old Worcester octagonal dishes were recently sold at Christies for £603 15s. The highest price was £320 15s. for a pair painted with exotic birds on dark blue scale pattern ground.

Mr. E. Thiroux, general agent for England for A. Lacroix & Co., of Paris, makers of vitrifiable colours, reliefs, &c., has removed his London office and show-room from 3, Tudor-street, E.C., to Terminus-chambers, 6, Holborn-viaduct, E.C.

A. Young & Co., china and glass dealers, have transferred their Leeds business from New Briggate to larger premises at 16, King Edward-street. They are advertising the fact by circulating a picture post card with a photograph of the new shop.

Mr. J. R. Tyndale, of Meadowcroft, Chislehurst, a director of the Aire and Calder Glass Bottle Works (E. Breffit & Co.), Ltd., who died on February 8, left estate of the gross value of £73,463, of which the net personalty has been sworn at £12,895.

Interesting Paper.—On April 7 next, Mr. J. Burton will read a paper on "The Principles of the Construction and Firing of Potters' Ovens and Kilns," at the Town Hall, Stoke-on-Trent. This will be under the auspices of "The English Ceramic Society.

Miss Vulliamy, who is well known for her grotesque pottery, is full of original ideas. She is now busy as a Society entertainer, and gives unique costume sketches. It will be remembered that Queen Victoria bought several of her pottery productions.

Lead Poisoning.—In the month of February, ten cases of lead poisoning in connection with the china and earthenware trades were reported to the Home Office. Of these five were females. No death from lead poisoning occurred in our trades during the month of January and February.

Turner & Co. (St. Helens) Ltd.—This company has been registered with a capital of £30,000 to acquire the business carried on by J. R. Turner and R. N. Turner at St. Helens as Turner & Co., and to carry on the business of manufacturers of sheet, plate, bevelled and other glass, &c.

The business of china merchants, &c., for many years carried on at 21, Upper Kessock-street, and Ross's-close, Inverness, by the late Mr. Michael Jamieson, and latterly by Mrs. Jamieson, has now been taken over by their son, Mr. Michael Jamieson, junior, who is continuing it as before.

British Fram Construction Co., Ltd.—Registered capital, £3,000 in £10 shares. Object, to carry on the business of manufacturers of and dealers in bricks, tiles, terra-cotta, pipes, earthenware, sanitary ware, &c. No initial public issue. Registered office: Ffrwd Offices, Mountain Ash, Glamorganshire.

A General Meeting (the twenty-sixth) of the "Verein Deutscher Fabriken Feuerfester Produkte" (Union of German makers of fireproof products) was recently held in Berlin. Various commercial and technical matters were discussed, and the festive side of the function was by no means neglected.

Fire at Hanley.—On Sunday morning, March 25, a fire occurred at Messrs. Lancaster & Sons', Dresden Pottery, Tinkersclough. The floor of the bisque warehouse caught fire, it is supposed, by the clammings of a recently-fired oven overheating the ceiling forming the floor. The property is insured.

When is Crockery "Cracked"?—At Westminster County Court a dealer in vases caused some amusement by explaining that when it was said a vase *had* a crack it meant that it had a flaw, which did not materially affect its value, but when it was said a vase *was* cracked it meant that it was broken.

Hurst & Blackett have just published a new book by Mr. W. Moore Binns, entitled "The first Century of English Porcelain." Commencing with the Stratford-le-Bow factory, the author deals with the history of the Chelsea, Derby, Worcester, Longton Hall, Minton, Coalport, and other works. A full review of the book will appear in the next issue of the POTTERY GAZETTE.

A Fire broke out on March 5 in a shop at the junction of High-street and Shudehill, Manchester, occupied by a cycle dealer, and spread quickly to the first floor, tenanted by Messrs. Thorp, glass and china dealers, who also have premises next door. The fire made rapid headway, but the building was saved from complete demolition, though the bulk of the cycle stock was destroyed.

Glass Trade Presentation.—Representatives of the Glassmakers' Society from all parts of Lancashire attended the Beswick-street Rooms, Manchester, on March 2, when Mr. J. H. Walker, of Clayton, who has been twenty years on the executive of that Society for Great Britain and Ireland, six years General Society president, and three years president of the Manchester district, was presented with an address and a purse of gold.

Fire in a Glass Factory.—On March 22, a fire broke out in the bevelled glass mirror manufactory in Cuparstone-row, Aberdeen, occupied by Mr. Hugh Dow. The building consisted of two floors, and was about 90 feet in length by 20 feet wide, and the fire originated on the ground floor in the vicinity of the gas engine. When the brigade arrived, the fire was spreading upstairs, but the flames were confined to the place where they broke out. The damage to Mr. Dow's stock amounted to about £200, and is covered by insurance. The building, was also considerably damaged, and is insured The cause of the fire is not known.

Thank You!—The following paragraph appeared in the issue of the "Staffordshire Advertiser" for March 10:—We have received a copy of the POTTERY GAZETTE for March, and must congratulate the proprietors on the energy and ability they have shown in developing from a very small beginning one of the best and, we imagine, one of the most profitable of the now important class of serials devoted to specific industries, rendering valuable service by providing traders with a medium for the discussion of commercial and technical subjects, and ample space in which manufacturers can commend their wares to the retailer.

John Lumb & Co., Ltd.—Registered on March 3, with capital, £20,000 (£1). To acquire the business of glass bottle manufacturers carried on by J. Simpson and T. W. Simpson, at Whitwood and Castleford, Yorkshire, as John Lumb & Co., with the interests of the said vendors and others in certain British and other patents relating to machines for manufacturing glass bottles and the like, and to carry on the business of manufacturers of and dealers in bottles and receptacles of glass, porcelain, earthenware, and other materials, and stoppers and fittings for the same, &c. No initial public issue. Registered office, Hightown Works, Whitwood, Castleford, Yorkshire.

A Glass Trade Festivity.—On March 10, 1906, at the invitation of Mr. J. Wuidart, the staff of the firm of J. Wuidart & Co. assembled for a dinner at Pagani's Restaurant to celebrate the approaching marriage of Mr. J. R. Wuidart. An excellent menu was provided, to which twenty-four gentlemen—several of whom have over twenty years' service in the firm—did ample justice. A variety entertainment followed, and was much appreciated by all present. Several toasts and speeches were then given. Mr. A. Grosfils proposed the health of Mr. J. R. Wuidart, the junior principal, and his fiancée. This was enthusiastically received, and Mr. J. R. Wuidart replied. The evening's proceedings closed with the singing of the "Marseillaise" and the National Anthem.

An Old Story Revived.—A Liverpool daily paper has the following:—"A wealthy manufacturer in the Potteries is at present the subject of a good joke. Whilst on a Continental tour he purchased a Sèvres vase for some hundreds of pounds, and brought it home most carefully. Thinking that the foreman of his works might gather a hint from the design, he called that gentleman in and showed him his treasure. 'How do you like it?' he asked. The foreman took the vase in his hand, turned it over, and returned it with the brief reply, 'I don't think I can learn much from it.' 'Why not?' asked the manufacturer. 'I don't like telling you, sir.' 'Come—out with it.' 'Well, I designed that vase myself. It is a foreign imitation of our own work, and is worth £5 at the outside.'" [If there was ever any truth in this, we should like the manufacturer to let us know. He need not necessarily disclose his identity.—Eds. "P.G."]

A Lecture on Chinese Porcelain was recently delivered at the Dublin Museum of Science and Art by Colonel Day. The lecturer gave a description of the manufacture of Chinese china, following the different periods of Chinese history, and said that the arrangement made of the porcelain in the cases in the Museum was adapted to facilitate the study of the various classes, the pieces being arranged under three heads. The first class, white and single colours, was probably the earliest form of decoration used

in China, but it was continued till recent times. The second class, blue and white, in which the under glaze decoration is a method quite peculiar to the Chinese, the best examples being made in the reign of the Emperor "Kanghi" in the 17th century. The method of producing the crackled surface and powdered blue was also explained. The third class, decorated in varied enamel colours, which were painted over the glaze because they had to be baked in a cooler oven than the blue and white, was not made before the middle of the 17th century, and to this class belong the well-known "famille verte" and "famille rose" sections.

The China and Glass Dealers' Association.—The Committee of the Leeds and District Branch met on March 1 at the Golden Lion Hotel, Leeds, when all the members were present with the exception of two, who were unable to attend owing to illness. Various matters were discussed. A letter was read from a member on the subject of the charges for carriage of china and earthenware packed in cases, an instance being given of the excessive charges. From London to Wakefield, earthenware packed in crates or casks, at company's risk, is 29s. 2d. a ton; earthenware in cases is 54s. 5d. a ton, a difference of 25s. 3d. China packed in crates or casks, at company's risk, 38s. 10d. a ton; the same packed in cases, 54s. 5d., a difference of 15s. 7d. It was reported by the Secretary that the number of members was increasing in a satisfactory manner. Various matters were also discussed which will come before the Central Board, who meet in London on the 29th inst. The Secretary was also requested to attend the annual meeting of the Association in London, which will be held in May, the date of which is not yet fixed, but members of the trade will, on application to the Secretary of the Central Assocation, be informed; and also an advertisement of the same will appear in the POTTERY GAZETTE for May.

The English Ceramic Society have issued the first part of the fifth volume of their "Transactions," covering the session 1905-6. It is announced that Part II. will be ready in June. The contents of Part I. are the list of members and five papers, the subjects being:—(1) "The Solubility of Oxides in Glazes," Mr. C. E. Ramsden; (2) Electricity for Potters' Machinery," Mr. A. S. W. Odelberg; (3) "The Cause and Prevention of the Brown Coloration of China in the Enamel Kiln," Mr. Bernard Moore; (4) "Improvements in Potters' Machinery," Mr. F. Harris; (5) "The Plasticity of Potters' Materials," Dr. J. W. Mellor. By the courtesy of the Electricity Committee, the English Ceremic Society visited the Hanley Electricity Works. For their edification Dr. Hutton of the Electro-Chemical Laboratory, Manchester University, conducted a number of experiments having direct bearing upon the production of colours which are otherwise extremely difficult to prepare. The members were given illustrations of the intense heat produced by electricity in the melting of a piece of asbestos millboard. The chairman of the Electricity Committee, addressing the visitors, said the yhad seen that day the intense heat which electricity, properly controlled, could produce, and the astonishing results which attended the application of that heat to certain materials. It might be possible that the time would come when electricity could be directly applied to the heating of kilns.

The Chemistry of Fireclay.—At a meeting of the Birmingham Metallurgical Society, on March 10, a paper was read on "Fireclays," by Messrs. E. P. Page and W. Rees, in which the authors direct attention to the fact that although the fireclay industries of Germany and America are profiting by the adoption of scientific methods, the fireclay manufacturers of this country are very indifferent to scientific work, still continuing to use a combination of hereditary knowledge and rule of thumb. A refractory clay is defined thus:—"That only those clays which will resist a temperature equivalent to a Segar 26 (1,650 C) shall be considered as refractory." This is the standard adopted by the German Society of Fireclay Manufacturers. The authors confined themselves to the refractory clays found locally in the carboniferous measures, and referred to the other clays only for the sake of comparison. The occurrence of fireclays and their formation by the decomposition of felspathic rocks and subsequent action of water was described, and a short account of the treatment of fireclay in its manufacture into bricks, &c., was given. The weathering, grinding, pugging, and tempering of the clay were described, and the reasons for the addition to the raw clay of a proportion of previously burnt clay were detailed. The drying and burning of the fireclay goods was then described and discussed. In treating of the chemical composition of fireclays the impurities which occur with the clay base (kaolinite) were enumerated, being silica, iron oxides, lime, magnesia, alkalies, sulphuric acid, phosphoric acid, organic matter, and compounds containing chromium titanium and vanadium. The minerals which were present in nearly all clays and their effect on clay were considered, and the plasticity of clays was described and discussed.

THE LIMITATIONS OF CERAMIC DESIGN.

(SPECIALLY CONTRIBUTED.)

THE decorative artist in every department of industry is met by difficulties and fettered by limitations which are seldom realised by the uninitiated. It is easy for the designer to conceive, but far more difficult to execute. The form, the material, the manipulation, the technical methods, the paucity of palette, the economy of cost, the conditions of utility and strength, all imperiously demand attention before success can be attained. Nor is the designer in ceramics any exception to this disability. Rather are his difficulties proportionately greater, owing to the additional obstacles caused by the uncertainty of firing, the fragility of the material, and the complexity of the process involved. These difficulties have too often tended to discourage the accomplished artist from attempting to translate his conceptions into ware, and to entrust his work to the fickle uncertainty of the flames.

Yet in all ages decoration in some form has been desired as adding intrinsic value to the potter's art. Indeed, the very plasticity of the clay itself has proved an ever-tempting incentive to embellishment, even by the most untutored of craftsmen.

From the simple thumb-dent repeated round his vessel the decorator is lured on first to incisions, then through the interlacing complexities of Runic and Celtic methods to the addition of relief, at first rude, but gradually attaining its highest development in the bold and masterly productions of Della Robbia, or the chaste and elegant beauty of Flaxman.

When to grace of form and elaboration of design the potter became able to add glaze and colour, a notable advance was again secured. This enabled him to give emphasis to one portion and high finish to another, while increasing skill and experience taught him how to control and develop various tints in the firing processes. A careful study of our museums cannot fail to impress the student of ceramics how much has been conceived and accomplished. Nevertheless it must not be supposed that there is little remaining to be achieved. The musician with a few simple notes finds it possible to obtain unlimited

variety, mutations of harmony being as countless as ever. So also the potter may rest satisfied that the possible changes in combination of body, form, texture, colour, and glaze are equally inexhaustible. The further advances of science are, moreover, still adding fresh stores of wealth, and yet further variety to the resources of the designer.

Successful results can, however, only be secured by a just conception of his limitations. True art demands the fitness of the material to the decorative method, and its adaptation to the purpose desired. It is, therefore, wise that the designer should make it part of his vocation not only to conceive an artistic treatment, but, which is more important still, to realise how it can be carried into effect. Failure to give attention to such precautions has too often marred the happiest intentions of the artist, and brought disappointment and chagrin in place of satisfaction and success. Unless artistic skill is combined with technical experience, the designer is liable to portray that which it is impossible to carry out, and he may find himself confronted with the destruction of his work and the wreck of his worthiest expectations.

No doubt such bitter experience may be largely prevented by due care in eliminating needless risks. At best, however, pottery as a decorative material is regulated by methods both complex and exacting in their limitation, and it is the object of the ensuing chapters to assist the reader in surmounting some of the difficulties, or suggesting means by which they may be avoided.

Limitations of Material and Form.—(1) The designer, when considering form in ceramics, finds himself limited in two directions. In defining the shape of the object he is compelled to regard the nature and consistency of material while the character of the decoration must also be controlled by the form selected. It is hardly necessary to dilate at this point on the pernicious disregard of the true canons of art which allows some designers not only to become indifferent to the exigencies of their material, but even to commit the outrage of trying to produce the semblance of one material and its methods in another. One is astonished to see the amount of ingenuity falsely expended on the desire to produce the delicate and finely cut details of a metallic form in pottery, and the equally foolish enterprise of the metal worker who labours after originality by needlessly confining himself to all the characteristic limitations of pottery.

It is obvious that the method of manipulation and the character of material are more or less inseparable as controlling form. Confining attention, however, first to material, the designer is met by the obstacle that the clay is wanting both in rigidity and strength. Hence the form demands thickness for support in proportion to its height and weight. It is impossible to produce shapes which require considerable width or height supported on a narrow base without much risk. Neither can the form be readily made to assume the grace and delicacy of outline as with a metal ewer, because the strength of clay is insufficient to allow of the narrow support afforded on such a foot. Not only is there great danger of breakage while setting in biscuit, but also of bending from the perpendicular during firing. This is even more probable when the weight of a handle destroys the equilibrium.

It is true that these difficulties may be more or less overcome by control of manipulation, but it should ever be the aim of the designer to appreciate, as far as possible, the craftsman's readiest methods and consequently to reduce his disabilities. The texture of the material will also regulate the details of form to a large extent. If the body is very fat and plastic so that it can be thrown on the wheel, the modifying of the shape by squeezing and pinching while in the soft state may be resorted to. Lips may be drawn out and elongated. Rims may be turned over while soft, or entirely re-formed before becoming stiff and completed when green hard. On the other hand, all this method of plastic working becomes impossible directly the texture of material is made shorter by the addition of flint, grog, or sand to the body. The result of such attempts would end in cracking, and straining, and collapse.

It is needless to point out that the artist is compelled to consider carefully the display of his design upon the form to the best advantage. In these days of cheap productions the craftsman can no longer fondly lavish his decoration on unseen portions. Thus, the under surface of a Tazza must go bare, even the foot may be left with the slightest treatment, in order to allow of a generous expenditure of time on the interior of the dish. When a designer is able to consider form and decoration simultaneously, as in the case of original models in terra cotta, his difficulties are far less. The repetition of his work in no way limits him, and he has only to give attention to the stability and soundness of his execution and the consistency of his material. Such opportunities, however, seldom occur; as a rule the pottery designer has to arrange for the repetition of his design, and sometimes the initiation of the form is decided altogether independently of the conception of the decorator, who has too often no voice in the production in the piece of ware which he has to embellish. Such an arrangement, though it may be economical, cannot fail to destroy the unity of effort and the consequent harmony of treatment. The decorator then finds himself not unfrequently being set an endless series of conundrums while endeavouring to discover the real intention of the designer who conceived the form.

Some shapes, forsooth, are beyond solution in this respect, and one cannot help suspecting that the artist could not have given any thought to the design. Such division of the artistic department of the pottery into sections as artists, decorators, and assistants is vicious in the extreme, and gives rise to a very degraded result, which is the mere semblance of art. Indeed, unless a subordination of such a staff is carefully organised, and strong sympathy of purpose secured, the attainment of decorative excellence is altogether hopeless.

Wilton P. Rix.

Auction Room Prices.—In a recent sale at Halesworth a Lowestoft fluted cup and saucer, and another cup and saucer with bouquets of flowers, sold at 75s., and two Liverpool jugs made 36s. and 22s., whilst two Leeds teapots fetched 44s. and 28s. An embossed jug with silver lustre edge realised 36s., a pair of silver lustre goblets and an ewer 50s., and a brown teapot, sugar basin, and cream ewer 42s. The groups and figures in Walton, Salopian, and Staffordshire ware were a feature of the collection, but several of the most valuable were damaged. A pair (cows and calves) sold at 32s., and three pairs of spotted deer at 32s., 24s., and 18s.; a fine pair (cow and bull) made 5 guineas. Two—emblematical of Air and Fire—made 54s., and a pair of musicians 52s. A watch-case group in a garland of foliage realised 65s., three other groups 75s., 70s., and 75s., and a fine centre-piece, with two detached groups of sheep and lambs, 95s. A group of the four seasons sold for 50s., two figures of harlequins 50s., and a pair of Rockingham groups (Pointers) 52s. Twelve antique glasses with intagliated stems made 75s., and a pair of diamond-cut candlesticks 48s. Some pieces of old porcelain came up for sale at Christie's on March 16. In egg-shell were a pair of oviform vases, $7\frac{3}{4}$ in. high, Yung-Chin period, 880 guineas; a bottle, 8 in. high, of the same period, enamelled with rocks, peonies, and sparrows, 390 guineas; eight saucer-plates, $6\frac{1}{4}$ in. diameter, 425 guineas. A pair of old Chinese figures of boys, $11\frac{1}{2}$ in. high, Ming Dynasty, made 650 guineas.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR FEBRUARY, 1906.

		Quantities.				Value.			
		Month ended 28th Feb.		Two Months ended 28th Feb.		Month ended 28th Feb.		Two Months ended 28th Feb.	
China or Porcelain, and Earthenware.		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany	cwts.	2,762	6,798	6,138	10,027	£3,993	£6,053	£9,045	£10,907
„ France	„	1,677	5,009	3,961	7,746	3,579	4,572	8,212	10,209
„ United States of America	„	36,132	34,921	70,092	70,427	45,547	43,478	90,475	88,261
„ Brazil	„	14,611	10,750	21,630	23,080	8,384	7,425	14,631	15,831
„ Argentine Republic	„	33,588	24,497	64,595	69,971	10,465	10,170	22,112	29,553
„ British South Africa	„	30,735	34,191	44,170	55,888	11,147	11,873	21,780	25,650
„ British East Indies	„	28,678	22,328	48,079	54,628	12,573	10,053	24,010	26,440
„ Australia	„	4,331	11,720	21,859	20,827	6,256	14,840	25,583	25,755
„ New Zealand	„	7,223	5,267	12,088	8,875	7,933	6,559	14,709	11,596
„ Canada	„	11,047	13,351	26,673	23,593	11,557	14,265	23,765	25,857
„ Other Countries	„	53,338	60,203	122,438	131,410	30,519	35,234	65,265	81,417
Made up as follows:									
Porcelain, Chinaware, and Parian	„	1,913	2,534	5,410	4,754	11,075	12,367	25,622	24,851
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	„	80,439	96,990	169,228	193,294	100,526	119,050	209,641	242,966
Jet, Rock'm, and Glazed Terra-cotta	„	34	33	158	61	59	78	260	138
Red, Stone, Brown and Yellow Ware	„	129,405	121,777	240,491	256,415	24,664	22,172	47,773	52,010
Other Sorts (including Electrical and Chemical Ware)	„	12,331	7,701	26,436	21,948	15,629	10,855	36,291	31,511
Glass.									
To British South Africa	„	—	—	—	—	81,597	7,175	164,214	20,022
„ Other Countries	„	—	—	—	—		80,945		176,358
Made up as follows:									
Plate Glass	„	9,722	7,632	19,174	20,498	13,606	11,922	27,476	30,727
Flint Glass	„	4,583	4,298	9,809	9,811	14,291	13,954	28,981	32,876
Glass Bottles	gross	46,436	54,145	94,465	117,747	29,536	34,545	60,890	74,620
Glass Manufactures, other sorts	cwts.	25,640	30,778	49,824	66,162	24,164	27,699	46,867	58,157

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR FEBRUARY.

		Quantities.				Value.			
		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	4,075	3,810	9,480	8,361	£16,999	£18,168	£37,195	£39,787
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	„	25,632	23,353	46,533	45,796	44,186	43,933	80,793	84,947
Jet, Rock'm, and Glazed Terra-cotta	„	2	25	27	1,709	13	114	133	454
Red, Stone, Brown and Yellow Ware	„	336	5,705	519	8,526	482	1,289	868	1,813
Other sorts (including Electrical and Chemical Ware)	„	791	1,722	1,627	3,650	1,496	2,473	3,176	5,153
Window and German Sheet Glass	„	71,075	139,074	146,179	267,048	45,273	79,692	87,185	153,388
Plate Glass	„	34,649	35,333	78,618	73,569	42,415	44,829	95,307	94,856
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass	„	50,846	63,347	110,995	132,659	86,704	106,077	187,121	223,363
Glass Bottles	gross	111,461	122,852	246,820	252,509	45,163	51,267	96,404	104,104
Glass Manufactures, other sorts	cwts.	5,358	3,767	16,854	9,394	12,192	5,387	32,706	12,371

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR FEBRUARY.

		Quantities.				Value.			
		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	2,477	1,512	4,288	3,677	£7,967	£6,987	£13,981	£15,371
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	„	875	622	2,587	1,568	1,785	1,669	4,988	3,930
Jet, Rock'm, and Glazed Terra-cotta	„	2	1	5	17	4	8	38	68
Red, Stone, Brown and Yellow Ware	„	—	—	7	—	—	—	23	—
Other sorts (including Electrical and Chemical Ware)	„	8	12	15	13	9	185	25	202
Window and German Sheet Glass	„	236	1,275	684	4,313	163	758	397	2,261
Plate Glass	„	276	86	965	879	346	114	1,264	1,543
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass	„	1,103	2,246	4,143	7,444	2,340	4,979	9,869	15,517
Glass Bottles	gross	2,251	2,702	4,503	5,374	1,154	1,390	3,730	2,736
Glass Manufactures of other sorts	cwts.	2,070	335	2,699	1,159	4,773	1,075	6,406	3,056

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Jan. 28 to Feb. 24, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to Feb. 24, 1906. Packages.	Corresponding period 1905. Packages.
To Boston	588	579	1,029	1,258
,, New York	530	527	849	997
,, Baltimore	1,038	1,098	1,936	2,044
,, Philadelphia	191	140	221	203
,, New Orleans	378	391	601	712
,, Newport News	127	14	296	14
,, San Francisco	43	32	183	62
,, Portland, Me.	57	19	179	42
,, Galveston	134	—	173	1
,, Portland, Or.	173	23	260	71
,, Inland Points	1,008	2,066	1,972	3,668
Total	4,267	4,889	7,699	9,072

THE IMPROVEMENT OF INLAND WATERWAYS.

(SPECIALLY CONTRIBUTED.)

HOW it happens that inland navigation, which as a means of transit for raw materials and for manufactured goods has been so long and so successfully employed in Continental countries, has been allowed to fall into disuse in this country is almost beyond comprehension. Why our canals became derelict is well understood. The mystery is that the indifference and supineness of the trading community should so easily have permitted them to become so. Inland navigation played a most important part in promoting the commercial prosperity of the country during the latter half of the eighteenth century. The British Barge Canal Navigation, projected by Francis, Duke of Bridgewater, and Brindley, the engineer, gave practical impulse to canal construction, which was immediately undertaken and carried out, under the direction of Watt, Jessop, Rennie, Telford and others, throughout the country. Brindley himself planned nearly 400 miles of canals (though they were not all constructed by him), and there was what we should now call "a boom" in canal enterprise. There were defects in the system of transport beyond doubt, still, conveyance by water was such an immense improvement on conveyance by road wagons that traders readily availed themselves of it. But when railways made their appearance the conclusion was hastily formed that the slow transit by water could not possibly compete with the quicker carriage of goods in wagons drawn by steam power on rails The promoters of railways were quick to see the advantage of securing the whole of the carrying trade for their lines, and they took every possible means of pointing out the inconveniences and disadvantages of carriage by water. It seems amazing in our day that, after the expenditure of an enormous sum of money in the construction of a system of inland boat navigation exceeding 4,000 miles in length, there was no one courageous enough to uphold that system against the competition of the railways. People seem to have been so overawed at the amazing possibilities of the railways, that they did not give a thought to what might be the further possibilities of canals. Railway promoters in their own interests, and blinding the Government of the day to the interests of the country at large, played their cards so successfully that canal development was immediately stopped. The railway influence was then directed to crush the competition of such canals as were in existence. Railway companies did this most effectually by acquiring sections of canals in various parts of the country, and thus making *through carriage* by canal dependent on their own terms. By breaking the continuity of transit by water the railway companies killed what would have been a legitimate and healthy competition and secured a monopoly of transit by railway, and then were able to charge higher rates. Under our old Parliamentary system the powerful railway companies were able, during the last century, to secure a strong representation in the House of Commons. The enormous power wielded there by railway members and legal members has told disastrously against the manufacturing and trading interests of this country. Our manufacturers have been heavily handicapped in competition with Continental rivals by the high railway rates charged here, compared with the lower railway rates and the extensive system of water carriage available there.

What would have happened to our gas companies if they had lost heart when the astounding possibilities of electricity suddenly burst upon them? Or if the public had immediately discontinued the use of gas for electricity for illuminating purposes? What might have happened if the canal companies had shown the courage of the gas companies in a vigorous effort to hold their own against their rivals? Probably one answer to the latter question is that the trade of the country would not have suffered such depression as it has. Rather late in the day—but perhaps not too late—the country seems now alive to the industrial and commercial advantages of water carriage between busy commercial centres, and especially in the Midlands. A Bill was introduced last year to promote a strong trust to acquire the link of Midland canals (which would include the Potteries), excepting the Manchester Ship Canal. It was a bold and sound scheme, and the best augury of its success was in the clause providing that no railway director should be a trustee. The Bill had to be abandoned on account of some technical irregularity, but it was, of course, strenuously opposed by the great railway companies.

Great satisfaction is expressed at the appointment of the Royal Commission, which is already sitting, to inquire into the best means of utilising our, at present, almost useless inland waterways. It will report upon the existing canal systems in the kingdom, and will endeavour to ascertain why British canals have been a failure. It will inquire into the possibility of improving and extending them, and the prospects of advantages to trade to be derived from such expansion and improvements, and lastly, "the expediency of canals being made or acquired by public bodies or trusts, and the method by which funds for the purpose could be obtained and secured, and what should be the system of control and management of such bodies or trusts." The last reference is the most important one, and the repor

of the Committee on it will, perhaps, be the most difficult to deal with. But we have the satisfaction of knowing that the self-interest of the railway opposition will not be so manifest again. The country is at last awake to the fact that the heavy railway charges which our manufacturers and traders have had to pay, would have been fatal to the trade of almost any country but our own We have only to look at what canals have done and are doing for Germany, France and Belgium, to realise what they might have done for Great Britain if they had been given fair play. It is hoped that one result of the Royal Commission will be to give them a chance. Manufacturers and traders who realise that a through system of inland water communication would be of advantage to their industry should offer to give evidence to that effect before the Commission.

BRITISH TRADE WITH CANADA—IV.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Concluded from page* 343.)

TORONTO.

JOURNEYING through from Cobalt, via North Bay, I reached Toronto, the commercial metropolis of Canada. In this city are to be found not only the head offices of most Canadian manufacturers, but also the offices of nearly all firms handling British goods. In some cases these are branch offices of Montreal importing houses. Toronto is conveniently situated on Lake Ontario, and in direct communication by water with Montreal and the St. Lawrence. Several growing manufacturing centres, such as Hamilton, are a short distance only by rail. Yonge-street runs from the steamer wharf on the lake side right up through the city, and this street, during business hours, closely resembles Market-street, Manchester, or Corporation-street, Birmingham, for activity. The first building which is noticed by one who has not been in Toronto for several years is the new City Hall, an imposing stone building as the accompanying illustration shows. The administrative offices are on several floors on four sides of a square with a courtyard in the centre. The clock tower is a fine structure, 105 feet high, containing an immense clock, and a seven-ton bell, both made by a Croydon firm. Another new building, of which Toronto is proud, is the King Edward VII. Hotel, which is most elaborately furnished.

In London we read in 1904 the account of the big fire in Toronto and speedily forgot about it. I was greatly surprised on reaching the burnt-out area to see the devastated appearance of Front-street West, notwithstanding that eighteen months had elapsed since the fire. The fire broke out one evening in April, 1904, at a carriage builder's, through a defect in some electric wiring. A high wind was blowing off the lake at the time, and the flames spread rapidly, involving the buildings on both sides of Front-street. After burning furiously for eight hours, buildings covering an area of fourteen acres were destroyed, affecting over 200 firms. A large portion of this area still contains the ruins left by the outbreak, giving that part of Toronto a most forlorn and dead appearance, greatly in contrast to the bustle of Yonge and King-streets. It reminded one a little of the present appearance of our new Kingsway in London. It is stated that a large piece of the ground between Front-street and the lake cleared by the fire is to become the site of an immense joint or union station for the Canadian Pacific, Canadian Northern, Grand Trunk Pacific, and other new lines of railway.

The wholesale and retail pottery trade of Toronto was fully described by one of our Commissioners in the POTTERY GAZETTE not long ago. Of representatives for British firms Mr. E. W. Klotz, 24 and 26, Wellington-street West, reported that Messrs. John Maddock & Sons' welded edge hotel ware was enjoying a healthy boom throughout the Dominion, and that the demand for the firm's toilet and dinner ware was increasing.

Ordering by Post.—The department stores in Toronto, Montreal and Winnipeg have developed a large out-of-town trade on account of the scattered nature of the population outside the large cities. Thousands of catalogues are sent out by the "mail order department" of these stores to farmers and settlers living as far as 500 miles from the store. As a large quantity of pottery and glassware is distributed throughout Canada by department and other large stores by means of the mail order system, a short outline of its working will not be out of place.



THE NEW CITY HALL, TORONTO.

Illustrated price lists, sometimes running to 200 pages, are sent out far and wide, and these contain order forms and instructions for shopping by mail. Cash, in the form of post office orders or express money orders, must accompany each order, and the goods are sent carriage forward, but no charge is made for cases or packing. Up to 25 lbs. in weight goods are usually despatched by carrier or "express" company. Above 25 lbs. by goods or freight train is the cheapest method of sending packages, and the carriage on the first 100 lbs. (the Canadian cwt.) costs no more than for 25 lbs. To reduce the charges for carriage the department stores arrange to receive "club orders," so that two or more persons can make up an order of 100 lbs. or over, having goods sent in one package to one address. The various orders are parcelled and labelled separately. These lists usually contain a guarantee that all goods are equal to the description in the catalogue, and if not satisfactory the firm will, if returned in good condition, exchange for other goods or refund the amount paid. Goods

are sent carriage paid by a few firms on orders of £5 or over to certain railway stations.

In a department store list now before me, a 95-piece English semi-porcelain dinner set, printed in green, is listed at $4.98 (19s. 11d.); a 40-piece white and gold tea set, $2.70 (11s.); a 10-piece toilet set, decorated in pink or blue, $2; a 100-piece dinner set, with dark blue border and gold line, $11.30 (45s. 6d.). The "open stock" system, which is much in vogue in Canada, was explained in a previous article of this series. The odd half-penny, so common in British drapers' prices, is noticeable in the Canadian sale catalogues, *e.g.*, 100-piece dinner set, porcelain body, printed decoration, $5.15; 10-piece toilet set, $2.49; 40-piece tea set, $1.33, and so on.

Customs Duty on Pottery.—The form of declaration which has to be filled in so as to obtain the advantage of the preferential Customs tariff on British made goods, was given in the POTTERY GAZETTE Diary for 1906, p. 78. By means of this declaration Canadian buyers have a rebate of one-third from the duty chargeable. The duty on dinner, tea, and breakfast ware is 15 per cent. *ad val.*, but for a curious reason toilet ware is dutiable at 30 per cent. *ad val.* The classification of pottery in the Canadian Customs tariff is as follows:—"Table ware of china, porcelain, or other white clay, 15 per cent. *ad val.* China and porcelain ware, also earthenware and stoneware, not elsewhere stated . . . 30 per cent. *ad val.*" It will thus be seen that toilet ware pays double duty, since it cannot be classed as table ware. As there is a surtax of one-third on German made goods, British pottery has the advantage of entering Canada with two-thirds less duty to pay than German wares. Canadian importers of pottery informed me that delivery of the goods four months after despatch of order was considered quick, but that goods could not be obtained from a number of manufacturers within eight months. It is usual for the importers to carry six months' stock.

THE END.

ADVERTISEMENTS FOR RETAILERS.

(SPECIALLY CONTRIBUTED.)

WE are glad to know the small advertising pars given in a recent issue were appreciated, and we give others now which we think will be of service. So many local traders pass over advertising because they do not believe it applies to their case. They see the large spaces taken by some advertisers, and look at the cost, and decide that it is the extent of the advertisement that succeeds. Naturally, the firm who is able to go into everything and stick in, generally produces a lot of business, but consistent advertising in a small way produces adequate return in proportion to the outlay. The best way for local advertising is to go on safe lines. Do not advertise at Christmas because it is Christmas, but because it is necessary. If it isn't necessary do not advertise—you do not understand the idea. Advertise as the business will afford it; and if you do the right kind of advertising your business will soon show an increasing surplus, and cry for more advertising.

SEASONS COME, SEASONS GO.

We have had a good season, but we have a larger stock of dinner ware, tea ware, toilet ware than we care to see. Our space is limited; we want the room for new goods on the road, and we are determined to clear a lot of our present stock at greatly reduced prices. Never mind the cost; never mind the profit. The goods are right, the prices—well, we leave it for you to say. All our surplus stock of tumblers, wine glasses, and odd china and earthenware will go at about half the usual price. It will pay you to visit us.

ADDRESS—

WHEN YOU THINK

Of buying bedroom ware, slop pails, &c., it will pay you to call and see what we can do for your money. We are keeping our prices just as low as the market will permit, and we are giving the best quality that can be bought at these figures. For instance, this week we are making a run on slop pails at 2s. 11d. They won't be long in stock at these low prices.

ADDRESS—

WEDDING PRESENTS.

It is a source of worry to a lot of folk when they are requiring a present for a friend. They don't know what to buy. If they would only make up their mind to give a dainty piece of china (say Worcester, Coalport, Minton, or Doulton) their worry would end. With a choice assortment such as —— are making, it is a real pleasure, and makes one proud of their purchases. As to prices, well—they can suit any purse. You have only to see their stock at

ADDRESS —

BEAUTY AND ECONOMY

Were never so well united in tea services as in those being shown by ——. We buy only what we know to be good, and what we can recommend. Here, now, are gifts we know your friends will like.

ADDRESS—

MISTAKEN IDEAS

Of economic furnishing often lead people to buy common china, because it is cheap, and because this cheapness suits the pocket at the moment. True economy consists in getting the best qualities at the lowest prices possible. Such we deal in exclusively. We want your custom for dinner, tea, toilet, and general earthenware, and will open an account with you to-day if you like.

ADDRESS—

IT DOESN'T MATTER

What you require in glass, china or earthenware, whether it is for general use or presentation, if you will pay us a visit we can show you a substantial saving. We got our trade through low prices, and hold it through the merit of our goods.

ADDRESS

Pottery-making is mentioned by the British Consul-General at Naples as an industry "now in the hands of small manufacturers, which might, with capital and improved appliances, rise to an important output in the hands of an experienced company."

The Unmanufactured Clay exported from the United Kingdom during February, 1906, weighed 33,701 tons, and was valued at £36,242. Both quantity and value were much below those for the corresponding month of last year, but differed little from the figures for February, 1904.

Commercial Travellers in Canada.—It is officially announced that an amendment to the Quebec tax on commercial travellers provides for a division of the latter into three classes. For those selling to wholesale firms alone the tax is £100, for those selling to both wholesale and retail firms £200, and for those who deal direct with the public £400. The feeling is expressed by some commercial houses that the proposed changes are almost as bad as the original law.

CONCERNING BAD DEBTS.

(SPECIALLY CONTRIBUTED BY A BARRISTER-AT-LAW.)

A LARGE number of letters have appeared in the press of late upon the perennial topic of bad debts. There are obviously two sides to this matter—that of the debtor as well as that of the creditor. Many tradesmen have been converted from integrity to default by the action of creditors; and the law is always ready to judge favourably of debtors against whom the strength of its arm is sought to be turned. As a matter of general principle the judicial system of this country has always resolutely refused to allow itself to be converted into a mere debt-collecting agency, and for very good reasons; but in this effort it has only been partially successful, and practitioners in the County Courts are unanimous in agreeing that it is a scandalous thing that a highly qualified County Court Judge should be compelled to waste so much time over judgment summonses of mostly trifling importance, whilst the general business has to suffer. The recent extension of the jurisdiction of County Courts from claims of £50 up to claims of £100, which was intended to relieve the High Court by providing cheaper and more expeditious procedure for the determination of comparatively small litigation, seems likely to result in still greater congestion, owing largely to the press of small debt business.

More than one County Court Judge of eminence has called attention to the amount of work thrust upon the Courts by "agency" firms. It is a common practice in certain trades for agents to be appointed whose business it is to induce people (mainly against their will) to aequire goods upon credit terms; the first few instalments are generally paid, and out of these the vendor usually can cover himself so far as initial outlay is concerned. The piano trade and the furniture trade are good examples of this method of doing business. If a piano, worth, perhaps, £5 or £6 wholesale, be sold for £25 on the "£1 a month" system, the vendor has only to get the first few instalments safely paid to cover his risk; he can then afford to press later on for settlement of the balance through the Court—a judgment debt is better than an ordinary debt. Precisely the same sort of thing goes on in other trades, under cover of the "sale or return" system; but a worse evil, and one which fully justifies any leniency which the Courts may show to debtors, is the evil of over-stocking. It is a common trick, which has been the means of building up many a large wholesale business, for the wholesaler to get the retailer into his power and make him to all intents and purposes a "tied" house, by over-supplying him with goods, and then coming down upon him for payment which he cannot face promptly. Many a poor retailer has been drawn into this net by the clever tactics of a "smart" commercial traveller, who has persuaded him to over-buy largely under pretence of not exacting prompt payment—a pretence which reveals itself as soon as the goods have been safely landed and the account is rendered in ordinary course.

But the Courts will not be made an instrument either for the purposes of extortion or for the protection of fools. If a tradesman allows himself to be hoodwinked by the cleverness of a commercial traveller, he must suffer for it—unless there is clear evidence of fraud. Similarly the tradesman who gives credit to his customers must be taken to know that he is running a certain amount of risk, and if he gives credit in a careless manner he deserves to be the loser, and he is not the man who ought to fulminate against the law and its delays. Take, for example, an instance of what must often occur in the oil and colour trade: a small painter, having secured a job in a particular district, will go to the nearest drysalter and obtain from him all the oils, and size, and whiting, and lead and what not, under a promise to pay when the work is completed, and his money is due from the principal who employs him. If the trader would take ordinary precautions, and have the principal brought into the transaction, there would be no risk; but how many traders will do this?

However, leaving these generalities, it may be useful now to give an outline of the course of County Court procedure—the details of which are but little understood by the average tradesman. County Court procedure was amended and consolidated into its present shape by the County Courts Act, 1888. This Act limited the jurisdiction of County Courts to causes in which a sum not greater than £50 was involved; but this has now been extended by the Act which came into operation last year to £100. The internal arrangements of the Court matters relating to trials, and procedure generally, also costs, fees, &c., are dealt with by the Rules made under authority of the Act by five judges appointed for the purpose by the Lord Chancellor. These rules apply to all County Courts alike, and there is no difference of procedure in any particular Court or district. Under the Act of 1888 different kinds of actions are prescribed; but there is a general principle governing all, that law and equity are to be administered together in every proceeding. Thus questions of account between partners and in cases of intestacy, actions of ejectment, disputes as to title, trusts, mortgages, and company matters, up to a certain limit, may be dealt with in County Courts.

The first thing for a suitor to do who wishes to commence proceedings in the County Court is to enter a plaint. This must be done by using the prescribed form—"præcipe"—and will give full particulars of the defendant, his address, a short statement of the cause of action, &c. If the plaintiff sues or defendant is sued in a representative capacity, that must be stated; as must also any such fact as that the plaintiff is assignee of the debt claimed. A plaint can be entered by letter to the Registrar, the necessary fees being enclosed with the præcipe. Where the claim exceeds 40s. as many copies of the demand must be furnished as there are defendants, with an additional copy to file.

Where leave is desired to enter a plaint against a defendant residing out of the district, an affidavit must be lodged with the Registrar, in duplicate—such affidavit being made by some person who has knowledge of the facts; upon reading the affidavit the Registrar may, in his discretion, grant or refuse leave to issue a summons. If leave be granted, the Registrar will sign the order at foot. The affidavit may be sworn free of cost before the person authorised at the Court; but, out of hours, and when this official cannot be met with, the affidavit would have to be sworn before a Commissioner, who would charge a fee of 1s. 6d.

A default summons may be issued instead of an ordinary summons by leave of the Registrar. An affidavit is required for this, and no leave will be given unless the affidavit sets forth the occupation and description of the defendant. If it appears that the defendant is a domestic, or menial servant, a labourer, a servant in husbandry, a journeyman, an artificer, a handicraftsman, a miner, or a person engaged in manual labour, leave will be refused. The object of a default summons is to make the defendant decide speedily

whether he will or will not resist the claim. It has to be served personally on the defendant. and if he does not within eight days after service (including the day of service) give notice of his intention to defend, the plaintiff may, within two months from the day of service, have judgment entered up against the defendant for the amount of the claim and costs. The order upon this judgment will be for payment forthwith. or by such instalments as the plaintiff or his solicitor shall consent to take.

If the defendant gives notice to defend, the Registrar must send him notice of the day fixed for trial at least six clear days before the day so fixed. If notice has not been given by the defendant it will still be open for the Court to allow him to defend upon such terms as are reasonable, provided he file an affidavit giving good reasons for his neglect. If a defendant evades service of the summons, and it can be shown to the Court that he is aware of the issue of the summons. and is wilfully evading service, the Court will allow the plaintiff to proceed as if personal service had been effected. The right to issue these "default" summonses is limited to claimants for amounts exceeding £5 *unless* the action is for the price or hire of goods which were sold or hired to the defendant to be used or dealt with in the way of his trade, profession or calling.

On the day of hearing the plaintiff must attend or the case will be struck out with costs to the defendant. Claims must be proved, and if the proof is not satisfactory the Court may non-suit the plaintiff. Where defendant does not appear the Registrar may enter up judgment—which he may also do if the defendant appears and admits the claim.

The Judge (not the Registrar) may order a new trial in every case whatever if he shall think it just.

The bankruptcy of a plaintiff does not necessarily cause his action to cease, if the trustee thinks fit to continue it.

Persons under twenty-one years of age can only sue in the County Court for money due to them for wages, or piece-work, or for work as a servant.

In all actions where the amount claimed exceeds £5 either the plaintiff or the defendant may require a jury to be summoned upon payment of the prescribed fees. By the Act of 1903 the number of jurors is eight, and the fee is eight shillings. Where the judgment given is for an amount not exceeding £20, the Judge or Registrar may order that payment be made by instalments ; but where the amount exceeds £20 the consent of the plaintiff is necessary to such a mode of payment ; the Judge may, however, in any case, grant time for payment.

Costs "abide the event" unless the Court shall otherwise order. This discretion is exercised by County Court Judges as a means of emphasising their opinion upon the conduct of the parties. If a second action be brought in respect of a debt which has been adjudicated upon in another Court, the person bringing such action may, upon proof of the previous adjudication, be mulcted in three times the costs of the second action. If a judge certifies that any particular action involved some novel or difficult point of law, or that the question litigated was of importance to some class or body of persons, or of general or public interest, he may award costs "on the higher scale," either to the plaintiff who proves or to the defendant who successfully resists claim which has been made.

No appeal lies from the decision of a County Court Judge, except by his leave, if the amount in issue does not exceed £20. Above that amount no leave is necessary for an appeal.

When a plaintiff has successfully prosecuted his claim and has obtained judgment, he must see that the defendant carries out the order which has been made. If payment has to be by instalments, each must be paid as it becomes due, and failure to pay an instalment at the proper time justifies the issuing of execution for the whole amount of the judgment. There are then two distinct courses open to the plaintiff. He may either issue execution and levy upon the goods of the defendant for the full amount of the debt and costs, or he may issue a "judgment summons." The latter is the course to adopt if the plaintiff has reason to suppose that an execution would fail because the defendant's wife, or the holder of a bill of sale, or some other party having preferential rights, may intervene to stop the distraint. A judgment summons brings the defendant to the Court to be examined as to his means, and the judge, upon proof of his ability to pay, will either confirm the original order or make a fresh order for payment of smaller sums to be enforced under pain of imprisonment. Where a debtor has no assets which can be levied upon, the plaintiff should endeavour to obtain a "committal" order for a reasonably small amount, and then act upon this if debtor still neglects to pay. Imprisonment does *not* release him from his debt. He is imprisoned for his *contempt* of the Court's order.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN FEBRUARY.

FROM information obtained from various sources, the Labour Department of the Board of Trade have published the following information :—Employment in the glass trades continued moderate, but was better than a year ago. In the pottery trades it was fair in the English potteries, and much better than in January, but in Scotland it continued only moderate. Compared with last year, employment was better.

Glass Trades.—Employment with glass bottle makers, on the whole, continued moderate, but was better than a year ago. It was good, however, at Glasgow, and bad at St. Helens, Barnsley, and Dublin. Employment with makers of medicine bottles was fairly good at Rotherham, but bad at Glasgow.

Employment with flint-glass makers was fair at Birmingham, Stourbridge, Barnsley, and London, moderate at Glasgow, and bad at Warrington, Dudley, and Edinburgh. With flint-glass cutters employment on the whole continued quiet. With sheet-glass makers and flatteners at St. Helens employment continued good. It had improved with pressed glass makers in the Tyne and Wear district. With plate-glass bevellers and silverers at Birmingham it was quiet. Employment was fairly good with glass blowers in London.

Pottery Trades.—In Staffordshire employment, on the whole, was fair, and much better than a month ago. It was also better than a year ago. Employment was fair at Newcastle-on-Tyne, and was considerably better than a month ago at Swadlincote (Derbyshire). It was moderate in the South Yorkshire and River Aire district, where there was a little short time. In North and South Devon employment generally continued fair.

In Scotland employment generally continued moderate, but was better than a year ago. At Glasgow employment was bad with tobacco-pipe makers and dull with white hollowware potters, some short time being worked in both industries ; with stoneware throwers it was fair.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

IT is somewhat surprising, in view of the widely varying reports given locally as to the state of the potting trade, to find the Board of Trade returns for the present year so eminently satisfactory as, thus far, they have been. To look at the list of countries which have increased their purchases of pottery during the first two months, as compared with last year, is exceedingly refreshing. Germany shows a £1,900 increase; France, £2,000; Brazil, £1,200; the Argentine, £7,400; British South Africa, £4,000; British East India, £2,400; Canada, £2,000; and "other countries," £15,000. The only decreases are £2,200 in respect of the United States; and £3,200 in the case of New Zealand. These totals are in consonance with the increased goods traffic shown by the weekly returns of the North Staffordshire Railway: but in spite of these indications of prospering trade there are still numerous employers who tell me that they, at any rate, are not sharing in the improvement. The home trade, for one thing, is still less brisk than could be wished, but the American trade in best decorated china is much better, and the Colonial demand is sustained. The Longton trade is continuing to do well, and if the unemployment returns of the only local town possessing a distress committee—viz., Hanley—can be taken as any criterion, work is much more plentiful than it has been for some time. But so many factories are still working short time that there is plenty of leeway to be made up before it can be said that trade has really recovered the vigour which it possessed a few years ago.

Our readers will, no doubt, extend their hearty congratulations to Mr. T. W. Twyford, head of the firm of Twyfords, Ltd., of the Cliffe Vale Pottery, who has been "pricked" by his Majesty as the High Sheriff of Staffordshire for the ensuing year, and has also been appointed Deputy Lieutenant for the County of Staffordshire. Mr. Twyford comes of a line which was famous in the potting trade, even before the days of Wedgwood, and which was associated with the famous venture of Elers Brothers, at Bradwell, in 1690. Early in the eighteenth century the Twyfords had a factory in Shelton, and they have continued there with one brief interval ever since. Fifty years ago they made general pottery, but it was with their sanitary ware that, under the present energetic management, they have achieved their greatest successes. Mr. Twyford took over the control of the business in 1872, on the death of his father, the business then being carried on at the Bath-street Works, the Abbey Works, and Cliffe Vale. Mr. Twyford concentrated all three branches at Cliffe Vale, in a unique position for canal and railway facilities. Realising the possibilities of great developments in the art and business of the sanitary potter, Mr. Twyford devoted himself with enthusiasm to this branch of the industry, which was then in its infancy. Eventually he introduced the "National" basin, of which not more than fifty were sold during the first year, and the next year about 200. But a year or two later, when its advantages from a sanitary point of view were generally acknowledged, the sales reached about 10,000 a year. Since that time tremendous strides have been made, and a vast factory, covering nine acres of land, has been built up. Orders are sometimes received from abroad for the rearrangement of the sanitary works of an entire community, and the firm are almost as well known in some of the Eastern States of Europe, and in Russia, as they are in England, France, Italy, and Germany. In October, 1896, for the purpose of giving an interest in his business to the principals of his staff, who had been associated with him for many years in its management, Mr. Twyford converted the business into a limited liability company. The shares, with the exception of those assigned to the chiefs of staff, remain with the family, and the conduct of the business has continued undisturbed, Mr. Twyford remaining managing director. Mr. Twyford has recently, in order to circumvent German tariffs, established a manufactory in the Fatherland, employing English capital and English labour, and he has been in the forefront of the tariff reform movement in the Potteries. He is also actively concerned with the enterprise for the application of power gas to potters' ovens; and in many other ways he is a busy and popular gentleman, esteemed by all who know him. A photograph of Whitmore Hall, his charming residence, near Newcastle-under-Lyme, appears elsewhere in this issue.

Who is the oldest china and earthenware dealer in the country? A few weeks ago I had an interesting chat with an old Hanley gentleman, who, rightly or wrongly, lays claim to this distinction. Mr. Thomas Stanley, the veteran in question, has reached the age of 92. His mental faculties are still wonderfully active, and he is full of reminiscences of bygone days, his memory extending back to a time anterior even to that of Mr. Charles Adams, whose reminiscences have already been published in our series of "Familiar Faces." He was the son of a dipper who was engaged at the Old Hall Porcelain Works, at Hanley, when that establishment was in its earliest years. When ten years of age he made his acquaintance with the potting industry as a warehouse lad at Messrs. Dimmock's factory. The then proprietor had two factories, one on the site recently cleared in front of the Town Hall, and the other in Tontine-street, where Hanley's magnificent new Post Office is now approaching completion. According to Mr. Stanley, the factory first named was not the one which was pulled down last year, but an older factory even than that. At sixteen years of age Mr. Stanley left Dimmocks and went to the works of Enoch Wood, the famous Burslem potter, where, five years later, he married one of the firm's paintresses. His wife, who is aged 90, is still living.

Mr. and Mrs. Stanley remained at Burslem until, during a period of trade depression, it was resolved to make changes, and married women and the men who had been at the factory for the shortest period were requested to look out for employment elsewhere. Upon this, Mr. Stanley transferred his services to Messrs. Adams, Shirley & Keeling, a firm long since defunct, but the memory of which is perpetuated by Mr. Charles Adams, J.P., who still conducts one portion of the former firm's property—the flint mill at Eastwood. The manufactory passed into the hands of Mr. James Meakin, grandfather of the present heads of the business of Messrs. J. & G. Meakin, of the Eagle and Eastwood potteries. Some little time after their return to Hanley, Mr. and Mrs. Stanley decided to leave the manufacturing branch of the trade and to set up as dealers in earthenware, both wholesale and retail. Having saved a tidy sum of money they invested it in their new venture, and, purchasing freely, attended the local market towns on market days, with stocks of miscellaneous articles of pottery. This was before the local railways were made. The goods were usually sent by canal, and Mr. Stanley, who was sometimes accompanied by his wife, used to walk to the towns where he conducted his business, and he narrates many curious adventures which befel him in the course of his journeyings to and fro. But this unsettled life told upon his health a good deal, and he eventually gave it up, and returned to the factory, where he continued to work—attaining eventually a responsible managerial position—until his working days were over. At the time of the Chartist riots in the Potteries Mr. Stanley was sworn in as a special constable, and he has lively recollections of arresting Simeon Shaw, the local historian, for being out in the streets during prohibited hours during that disturbing time. Mr. Stanley comes of long-lived race. His grandfather died in his hundredth year, and was carried by eight grandsons from his residence in Cambridge-street, Shelton, to Stoke Church, over a road of rural aspect, with hawthorn bushes in bloom all the way along.

The townships of North Staffordshire have been busy during the last few weeks preparing petitions to the Lord Chancellor to extend the Commission of the Peace by the addition of various names. The Hanley justices recommend the inclusion of Mr. George Elliot Meakin (J. & G. Meakin, Ltd.), amongst others, and the labour party are also agitating for representatives on the magistracy, the names of Alderman Thos. Edwards and Mr. Noah Parkes, both of Burslem, being amongst the gentlemen associated with the potting trade, whose names have been sent up for consideration.

A quite unusual number of properties connected with the potting trade have come under the auctioneer's hammer during the past month. The Marlborough Works, in Lower Union-street, Hanley, till recently occupied by Messrs. M. Thomas & Co., earthenware manufacturers, was offered by Messrs. Charles Bulters on March 6. The following day the same firm offered for sale the Britannia Pottery, in High-street, Hanley, now occupied by Messrs. Dudson, Wilcox & Till, Ltd., and the earthenware manufactory in Clarence-street, Hanley, for many years known as the Pearson Pottery. At the sale of part of the estate of the late Mr. Walter Showell, at Stoke, on March 6, the Trent Bridge Pottery, let to Messrs. Arkinstall & Son, was put up for auction, and the tile-making concern of Messrs. Elliotts, Ltd. (in liquidation), Campbell-place Works, South Wolfe-street, Stoke, was for sale as a going concern on the 13th.

Messrs. Grimwades, Ltd., of Stoke and Winton factories, Hanley, were the defendants at Stoke County Police Court, on March 16, to four summonses charging them with contravening the Truck Acts by unlawfully making deductions from the wages of certain of their workpeople without agreement, this not forming part of the condition of hiring. The prosecution was conducted by Miss Mabel Mary Vines, a lady factory inspector. It appeared from the evidence that Messrs. Grimwade, to ensure carefulness, hold their aerographers responsible for the repair of their own tools, and in the four cases cited they had made deductions, following a practice which had been in existence for six years past. Miss Vines said

that the deduction would have been all right had there been a written agreement with the workers, but there was not. No doubt it was an oversight that the agreements did not provide for this contingency, and one is inclined to think that, in imposing a fine of £5 and costs in each of the four cases, the stipendiary magistrate did not err on the side of leniency. But deductions from wages have always been a bone of contention between the masters and men in the potting trade, and it would probably be better for all if there were a rearrangement of prices providing for the abolition of all such deductions as are made for light, cooking, sweeping, heating, repairs, &c., &c.

Lady Day has passed this year with a somewhat unwonted quietness, but not without a dispute on the score of wages having occurred. As is well known, there is an unwritten but generally recognised law in the potting trade that, should either masters or men desiro any alteration in making prices, six weeks' notice must be given on either side, terminating on March 25. No such notices having been handed in, it was hoped that Lady Day would have passed this year without any incident whatever. The news that a dispute had occurred affecting about 122 sanitary pressers employed by Messrs. Edward Johns & Co., Armitage, and the Henry Richards Tile Co., Tunstall, came as something as a surprise, and it appears that the men, instead of giving notice in February, did not hand them in until March 6, in the case of the Armitage Pottery, and March 12 at Tunstall. Another deviation from the accustomed rule is that the notice given is twenty-eight days, and not six weeks. Some difference seems to have arisen between Messrs. Johns & Co. and their Armitage pressers respecting the price to be paid for making a new article. The men's complaint appears to be that their employers have been attempting to reduce their wages without notice, and to impose their own prices in respect of the new article referred to. Messrs. Johns & Co. repudiate the first part of the complaint entirely, and with respect to the "new article," they state that when they commenced to manufacture it they paid day wage (50s. per week per man), as it had not, to their knowledge, been previously made in this country, so that the pressers could have actual experience to enable them to arrive at a fair piecework price. At the expiration of four months they informed the men that it ought to be made on a piecework basis, and offered the men an absolute price per article, with the alternative of arbitration or a price based upon the potting district price for somewhat similar articles, adding the recognised trade additions for extras. The men asked to be allowed to make the article at the offered price for two months on trial, with the understanding that, should it not prove satisfactory, it should be brought up for discussion at the end of the period. This was agreed to, but on March 2, at the end of one month, they requested to know if the price would be advanced at the end of the two months. To this the employers replied that it was premature to discuss the question until the two months' trial was completed. Four days later, without any other intermediate negotiations, sixty-four of the pressers at Armitage handed in their notices, and less than a week later fifty-eight pressers at Tunstall followed suit, apparently out of sympathy with their colleagues, although personally they had, it seems, no ground of complaint at all. The employers, therefore, feel aggrieved at the attitude of the men, the more so as they have since compiled a list of articles "in dispute," concerning which no previous question had arisen. According to this showing, the men have acted with quite unnecessary harshness. The notices have not yet expired, and, in the interests of all concerned, it is to be hoped that the men will adopt a more conciliatory attitude in any future negotiations which may be opened with a view to a compromise.

The township of Burslem has been placed under a deep obligation to Councillor Gibson by a generous gift which he has just made to the children of the borough. Mr. Gibson has been away in Egypt, and, writing to the Town Clerk of Burslem from Cairo, February 22, he said: "Please inform the Council, at their next meeting, that it is my intention to place at their disposal for investment the sum of £1,000, the interest to be used for providing free meals, clothing, &c., for children five years old and upwards attending the elementary schools under the Council. This fund to be called 'The Gibson Poor Children's Fund.'" The letter was read at the March meeting of the Council, and that body signified its gratitude to Mr Gibson by passing him a very cordial vote of thanks. Nobody in the Potteries, perhaps, understands better than Mr. Gibson the immense handicap under which poor children start the race of life. He has risen himself from the ranks to a high and important position, and throughout his successful career he has always kept in mind the cause of the children, and has seized every opportunity of bettering their condition, and making the path of life more easy for them than it had been for himself. This, his latest gift, is but one more example of many thoughtful and generous acts for which the children of present and future generations have o thank him.

The members of the North Staffordshire Chamber of Commerce have been much gratified by the election of Mr. T. C. Moore, J.P., of Hanley, to the Executive Council of the Associated Chambers of Commerce. The Council consists of some thirty members, each of whom is selected on account of his special prominence in some department of industry or his special knowledge of some particular phase of commercial life. Amongst the distinguished men who hold seats on the Council are Sir Wm. Holland, M.P., the president, Lord Brassey, Sir Albert Kaye Rollitt, Lord Avebury, the Duke of Abercorn, and Sir J. T. Brunner, Bart., M.P. The Council meets in London on the second Tuesday in every month to discuss urgent matters affecting trade and commerce, and its members being in close touch with the Government much useful work is expected from time to time. It is pleasing to think that the potting trade now has a representative who is in a position to bring matters of interest under prominent notice, and to exert pressure in influential quarters. Mr. Moore's special knowledge of the operation of tariffs will be of much value on the Council, and no doubt it is largely due to this that he has been elected. For many years he has been consulted by the Foreign Office when foreign countries have been making new treaties, and has furnished expert information on the subject of the probable effect of such operations on the potting trade. He is also in close touch with the Board of Trade. Some time ago Mr. Moore's name was suggested by the local Chamber as a member of the Advisory Committee to the Board of Trade, and it was only on account of the smallness of the potting trade, as compared with the claims of the cotton, woollen, iron, and other leading industries, that he was not admitted to that select circle. In his new office he may be depended upon to work energetically for the benefit of the district in general and of the potting trade in particular.

Very little has been heard for several months relative to the scheme for the application of power gas to potters' ovens. Some time ago I was able to state that steps were being taken to conduct some practical experiments at a potting factory, but since then no fresh progress has been reported. I can, however, now say that the preliminary work is nearing completion. A factory has been taken in Shelton, and the plant is almost ready. It is therefore anticipated that within a very short space of time the promoters of the scheme will be able to demonstrate the truth of their assertions, that gas can be practically and economically utilised in the potting trade. The day when the first oven is successfully fired will mark an epoch in the history of British ceramics.

Whilst referring to power gas, I must not omit mention of the very remarkable experiments carried out by Dr. Hutton, of the Manchester University Electro-Chemical Laboratory, at a meeting of the English Ceramic Society, held at the Hanley Electricity Works on March 10. The meeting had nothing whatever to do with power gas, but was of great interest by reason of the fact that Dr. Hutton was able to show the behaviour of bone ash and various potters' materials when subjected to the intense heating of the electric arc. The company present included Dr. Mellor (County Council Instructor in Pottery), Mr. A. B. Holdcroft, Mr. Bernard Moore, Mr. W. Goodwin, Mr. Wenger, and a large number of other gentlemen connected with the potting trade, who followed the experiments with the closest attention. Afterwards some speeches were delivered, in which reference was made to the possibility of applying electricity direct to the heating of ovens. We are probably far distant, as yet, from the day when that will be possible, but we are certainly moving forward in that direction at a rapidly increasing pace.

The directors of the Potteries Electric Traction Co., Ltd., report that for the year ended December 31 the profit and loss account shows a balance of £27,774. It is proposed to pay a dividend of 4 per cent. on the ordinary shares, leaving a balance of £724 to carry forward. It is stated that the profits in the parcels delivery department continue to show an increase, but, owing to the attitude of certain local authorities, it has been decided for the present to abandon the scheme for the transportation of minerals and heavy goods.

On March 5, a party of honours students from the Staffordshire County Council technical pottery classes, accompanied by Dr. Mellor, their instructor, journeyed to Dudley Port to inspect the Mond Gas Works, the requisite permission having been obtained for them by Mr. T. W. Twyford. About an hour was spent in viewing the various processes of manufacture, and the students were able to see for themselves the method of utilising the heat and recovering the by-products.

Mr. W. D. Phillipps, the general manager of the North Staffordshire Railway, has addressed a letter to the North Staffordshire Chamber of Commerce on the subject of the claims made against his company in respect of breakages in travellers' earthenware and china samples. Mr. Phillipps says that the claims, especially in respect of the samples' last journey home to the Potteries, are so numerous and heavy that he is constrained to bring the subject specially before the members of the Association. "We have ascertained," the letter goes on, "that in many cases the traveller when leaving the last town, rushes away, after telling 'boots'

(who is not always a practical packer of pottery) to pack the goods and then send them on, which the latter does, but as he has no further interest in them, I am afraid he does not exercise the care that is necessary to ensure goods so liable to breakage travelling in safety. Will you please ask your members to instruct their representatives to see personally that the goods are thoroughly packed, and also treated with every care until handed over to the railway companies. We have known cases where the packages have been tumbled down the steps of the hotel to await the arrival of the railway lorry, which, of course, is not a proper way to deal with them. Further, I think that if every package bore a 'fragile' label printed in large red letters, the attention of everyone would be drawn to the fact that exceptional care was needed when handling them, and would doubtless have a good effect." Mr. Phillipps' request is a very reasonable one, and no doubt will receive attention in the proper quarters. The subject will be discussed by the Chamber at their next meeting.

Mr. J. S. Goddard, J.P., of G. L. Ashworth & Bros., Hanley, has had the pleasure, during the past month, of witnessing the completion of the scheme, which originated with him, of providing a free library for Fenton. An admirable building has been provided by Mr. Andrew Carnegie, to whom Mr. Goddard applied for financial assistance, and a capital site close to the Town Hall was given by Mr. W. M. Baker, a successful manufacturer, who now resides in another district, but displays his continued interest in the Potteries and the potting trade by his frequent gifts to deserving objects. Mr. Baker, amid much ceremonial, formally opened the library a few weeks ago, and at a luncheon subsequently held Mr. Goddard presided. Since then Mr. Goddard has been on a little journey to the Continent, from which, at the time of writing, he had just returned.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

So far as shopping in these trades of ours is concerned the month of March has seen pretty much of a repetition of the conditions prevailing during February. In the earlier part of the month bad weather continued from day to day, and thus furnished a lasting and paramount excuse for deferring calls for purchase purposes. Weather conditions improved somewhat later on, and there was more counter business done, but the partial improvement only served to show to our retail merchants that there was really no substantial body of custom to fall back upon, whether current or in arrears, and that the beginnings of a recovery of genuine activity had still to be patiently waited for. The nearest definite landmark in the retail trade is the annual removal term in May, and some rather feeble hopes are already beginning to attach themselves to it as promising a little variation from the prevailing monotony. Meanwhile, throughout Scotland, there is no other feature, present or prospective, provocative of interest in these industries. Of quite new shapes or designs there are no examples of note sufficient for specialised remark. This negation applies to the whole of the stock divisions of the industry, from china and crystal to the commonest earthenware and glass.

Reports coming to hand through the media of the makers, wholesale merchants and country travellers, are also this month, as they were at the period of last report, rather more encouraging in character, though not at all "rosy." New orders for advance season's supplies have been coming in rather less languidly, and in one or two of the bulkier lines the forward call has distinctly improved. For example, the Scottish stoneware potteries are now all better employed than they were a month or two ago, which is a sign of better expectations as to the future needs of consumers. Marketing conditions in the stoneware and Rockingham sections are still unsatisfactory from certain points of view, but no doubt these disabilities would be remedied, or would remedy themselves, if our industries entered upon a period of actual recovery and restored activity.

On March 6, Mr. J. Arnold Fleming, F.C.S., of Britannia Pottery, Glasgow, read a very practical paper at the Technical College of that city before the Scottish section of the Society of Chemical Industry. This paper has attracted interested attention over the whole field of the pottery industry here, dealing as it did with the most crucial of the processes through which the raw material has to pass before attaining the grade of finished goods. The title of the paper is "The Nature and Influence of Temperature on Clay, with Remarks relative to Pyrometry in a Potter's Kiln." One of the conclusions of the lecturer is that no regulations as to time, fuel, order of firing, &c., can ever be laid down. Firing, he says, necessitates patient, skilful attention—and eke the experience which has generally to be acquired only at the cost of serious loss. [The readers of the POTTERY GAZETTE will shortly have an opportunity of studying this paper in detail.—EDS. P. G.]

Throughout the potting industry in Scotland at present there remains one sound consolation amid not a few drawbacks, that consisting in the circumstance that there is a continuation of working harmony as between employers and employed. Neither does this appear likely to suffer disturbance or interruption for some considerable time to come.

THE YORKSHIRE GLASS TRADE.

(FROM OUR OWN CORRESPONDENT.)

After a long period of depression, during which wages have gone down somewhat, and numbers of men have had to leave the trade to which they were apprenticed or otherwise brought up as youths, the glass bottle trade of South and West Yorkshire has undergone a welcome revival. It commenced late in February, and became stronger in the first two weeks of last month. In Castleford, alone, nearly two hundred men and youths had lost their places at the furnaces through lack of orders coming in and the indisposition of employers to add to their already heavy stocks of bottles and jars, &c. The Albion Glassworks has restarted, and at the time of writing, in the last week in March, there is a good deal of activity, and the prospect for the summer is considered exceedingly promising. A new furnace was put into operation on the 13th of the same month at another establishment, and found employment for nearly one hundred hands, men and boys, a considerable proportion of them being engaged on machines.

At Thornhill, another centre of the glass bottle industry, there are more men working than for some time past; and at Savile Town, the large glassworks there, which has been stopped for so long a time owing to the company going into liquidation, and which, it will be remembered, failed to find a customer when offered for sale by auction, is now, as regards one shop, at work again, under, of course, different proprietorship. Bottles for the mineral water trade, as well as beer bottles, are being manufactured.

In connection with Thornhill district it may be remembered that we published in the POTTERY GAZETTE the fact that some glassworkers had gone out to New Zealand under contract with a Colonial limited liability company established in Auckland, and that they became stranded through the failure of the company. A few of them were able to get other employment, and are still in New Zealand; the rest were assisted to return to England, and they have suffered great hardships owing to the slackness of the bottle trade. Among them was Mr. W. Belch, who went to Whitwood, near Normanton, where he and his family underwent many privations. Now, through the generosity of Mr. W. Runciman, Member for Dewsbury and Parliamentary Secretary to the Local Government Board,

they are in Canada, and remunerative work has been found for him, though not as a glassmaker.

Now that the trade has improved the methods of trade unionism are being employed, and are sure to bring about greater activity on the part of Continental manufacturers, who already are doing an increasing business in competing against British glass. A case in point was afforded at a meeting of the Pontefract Board of Guardians on the 24th ult., when it was officially reported that four out-of-work bottle blowers, who for twelve months or so had been doing work at the Union house for 12s. 6d. per week, had now been compelled by their union to refuse 25s. per week offered by their employers. The Guardians resolved to call the attention of the men's society to the fact, and in the meantime to abolish test work, except in cases of urgent necessity. The matter was left in the hands of the relieving officer, who ascertained that the amount paid for test work to the out-of-work bottle makers, though at the rate of 12s. 6d. per week, only amounted to 7s. 6d., as the men were not permitted to labour more than part of each week.

FIFTY YEARS AMONG THE BOTTLES.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

HALF a century's connection with the bottle trade is the record of Mr. Samuel Hirst, the President of the Leeds and District Branch of the China and Glass Dealers' Association. This is a surprising fact, because Mr. Hirst is only fifty-five years of age. In the forties his father was cashier at the window glass and bottle works of Mr. Joshua Bower, at Hunslet, which is now one of the Leeds Townships. These works, it is interesting to recall, were the first of their kind in the district, as they were started in 1799, or 106 years ago. Mr. Bower was induced in 1860 to sell his glass business to a syndicate—a transaction which he is said to have deeply regretted for the remainder of his life. He continued the making of bottles, however, and the work passed on to his son-in-law, Mr. William Brooke, whose son William, is at the head of the business at the present day. When the subject of our article was only a toddler of five, his father went to live on the works, and in this way the boy made his acquaintance with bottles. But it was not business instinct which first induced him to turn his attention to them, it was the boy's instinct for mischief and sport. On returning from school Samuel was in the habit of seeking out a secluded part of the works, and playing skittles with bottles. It was great fun for the lad and his companions, but it was very disastrous for the bottles. Mr. Hirst, senior, caught his son at his favourite pastime one day, and was very angry. He went to the warehouse foreman and said, "William, can you give this boy something to do?" The boy was given a place on the office staff, and began work next morning at 6 a.m. He was only eleven years old. His parents believed he would soon tire of it, and ask to be sent back to school, but young Hirst stuck to his stool at the office, and began his life's work. That was forty-five years ago. A few years later he became an agent for his employer's wares, and opened a small office and show-room in Mill-hill, a short street running south from Boar-lane, the chief thoroughfare of Leeds. It was through a dispute with a customer that Mr. Hirst was led to add the glass trade to his bottle agency. This customer had been in the habit of buying glass goods at another establishment, and getting Mr. Hirst to forward the glass goods with a supply of bottles. Mr. Hirst never saw the glass goods he was in the habit of packing for his customer, and one day a consignment arrived at their destination in a damaged condition. The customer ungenerously blamed Mr. Hirst, and it was then that he determined to stock glass goods himself. That was the beginning of a business which grew steadily to its present dimensions, entitling Mr. Hirst to rank as one of the leading glass and china merchants in the district, and also in the country. It is now nearly thirty-seven years since Mr. Hirst began trading in glassware, and at the time he dealt only in English glass. At the end of eight or nine years, however, he found that if he was to confine himself to the home manufactures he would end in the Bankruptcy Court. It was simply choice of dealing in the foreign article or knocking under, and Mr. Hirst did not knock under. Twenty years ago, his son, Mr. John J. Hirst, went to assist in the management of the business. The father was still developing the bottle department, and he now practically left his son to look after the glass business. A few years later the china trade was added to that of glass. So rapidly did the concern grow after this, that, bit by bit, Mr. Hirst took over the entire block of buildings of three floors, in which he originally only had a small office. Looking at the Mill-hill premises from the street the visitor has not the faintest idea of the extent of the interior. with its many store-rooms on each floor, containing as they do thousands upon thousands of glasses of great variety and shape; countless cases of table services; hundreds upon hundreds of china goods of all sorts and sizes; and many tons of heavier articles of earthenware. But still another and very important development has just been successfully carried out on this big business. Mr. Hirst had succeeded at Mill-hill in establishing a large connection for high-class wares, and the growth of this department compelled him to open additional showrooms. He entered upon the new scheme in no half-hearted fashion, and took a lease of the shop at 19, Commercial-street. The new premises were opened in the week before Christmas, and they proved a great attraction to buyers of presents. Here again the passer-by cannot conceive the extent of the interior, for large as the shop is it only forms a small part of the premises. Underneath the shop, and stretching below the street and adjoining buildings, is a vast area of cellars, which are to be used as stock rooms. It is such enterprise as this that merits success. After the reference earlier in the article to home and foreign trade it will not be causing any surprise to state that Mr. Hirst is a strong Free Trader. He is also a staunch Methodist. He has never sought civic honours, though at the last election he was invited to contest the West Hunslet Ward, but could not spare the time from his business. When, however, the branch of the Glass and China Dealers' Association was established in Leeds, in October, Mr. Hirst willingly consented to become its first President. He looks on the Fiscal question from the point of view of the bottle trader, for he admits that his chief interest is still in bottles. He allows his son to manage affairs in china and glass. Speaking as a bottle trader he argued that it was the fault of the English manufacturers that foreign bottles have been allowed to come into the country; but he blamed the men as well as the masters. They were both too ready to take advantage of one another, with the feeling that the general public in the end would have to pay the piper. He acknowledged that the trade was passing into the hands of the foreigner, but he blamed the men and masters at home for allowing it to go.

"What would you recommend?"

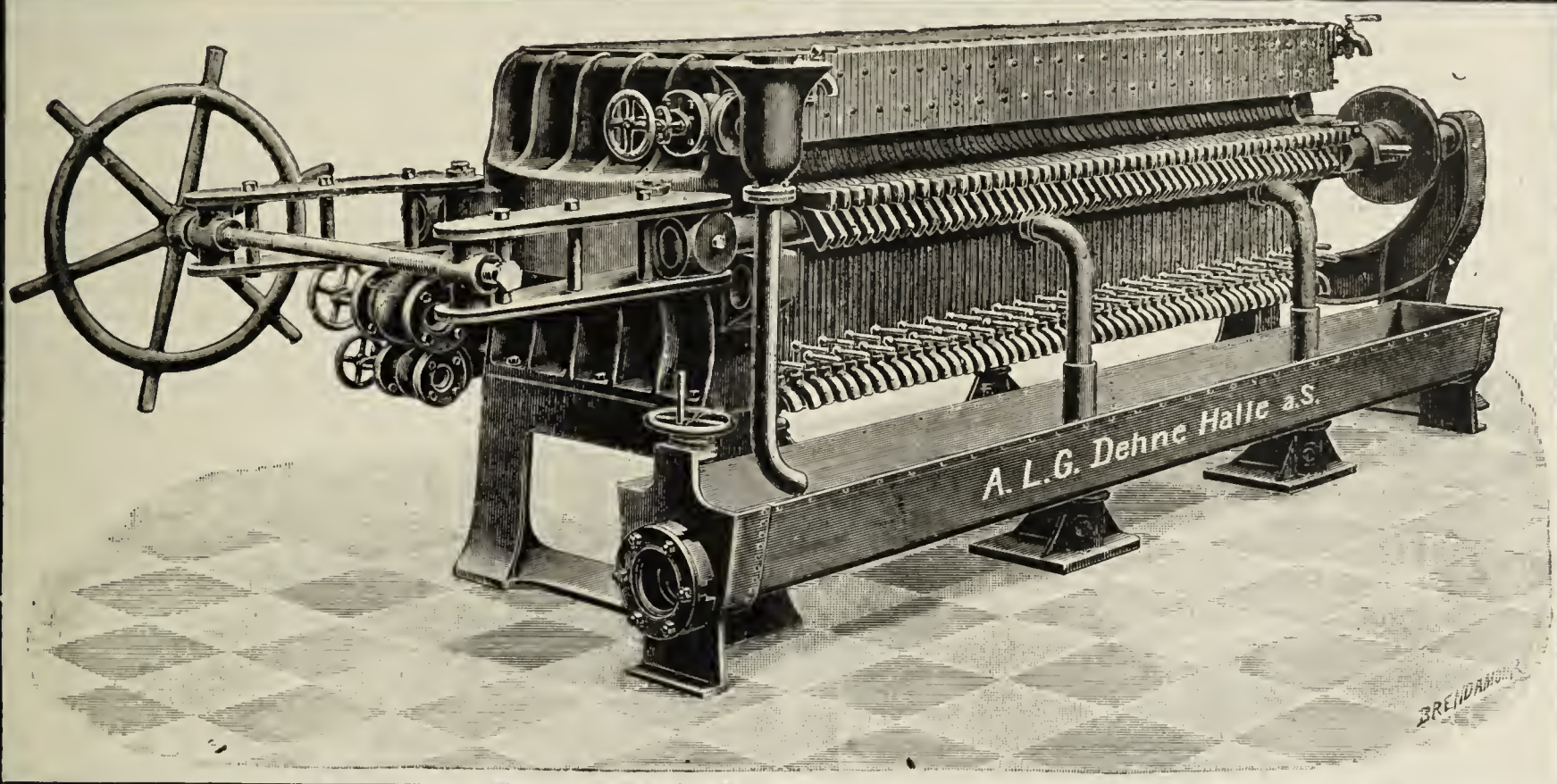
"I should recommend the men to act honourably toward the masters, and the masters to act honourably towards the people who buy from them."

He admitted that bottle-making was a hard trade, and he did not object to a man receiving a decent wage, because he thought it was one of the trades that ought to be fairly well paid. But he thought the men ought not

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to place restrictions in connection with apprentices in the way of the masters, and at the same time the masters should not try to get an unfair advantage in having too many apprentices. He agreed there were places where masters would have nothing but apprentices if they could help it, but to his mind the men had carried things with such a high hand, that they had positively overstepped the mark with their restrictions. His advice to the masters was to work for smaller profits and larger turnovers. A larger turnover, of course, meant that they were employing more men and paying more wages. The masters ought to remember that, and not look at the matter from a selfish standpoint. By contenting themselves with a fair and legitimate profit they could keep the foreigners very largely out of the market.

ARE ENGLISH GLASS MAKERS DETERIORATING?

THE following letter came to hand on March 30 :—

TO THE EDITORS OF THE "POTTERY GAZETTE."

Sirs,—Having read an article in the December number of your journal, upon a subject that cannot but be of interest to everyone who is in any way connected with the glass trade and its manufacture in this country, I wish to state firstly, that in my opinion, in a highly skilled trade like the flint glass trade, the manufacturer and worker have so much in common that no means should be left untried that will tend toward a clear understanding, and materially assist in the production of articles of that purity of design and workmanship, for which the glass of this country has been so long famed. To raise such a question as, "Are English Glass Makers Deteriorating?" is to bring forward a problem that must be considered in a most unprejudiced manner, and no good will be effected by an examination of the question, based upon party lines, or by any attempt to prove that the employers of the trade have done everything possible to keep up the standard of the best manufactures, or that the workers (or their union) are to blame for what the writer assumes to be the deterioration of the present-day worker. I would like to point out that no just comparison can be made from the past to the present on such a question, by taking the Flint Glass Makers' Society as a whole, as the basis upon which to work, but the only way that a sound conclusion can be arrived at is by considering the question from the standpoint of the actual workers in employment, and the articles which they produce, against those of the past. "Have they deteriorated?" That should be the question. We feel sure that an opinion of the matter from the pen of an employer like Mr. Congreve Jackson should have a little weight, and writing in the "Daily Mail" December 21, 1905, in an article on employment for the unemployed, he puts the case from the point of view of a glass manufacturer, and states: "That in Stourbridge for more than a century has been produced the finest crystal table glass the world has ever seen." He then goes on to ask: "What is the canker which is eating out the heart of the industry? Have we let other nations get ahead of us in originality of design or beauty of workmanship? Have we allowed the quality of our glass to deteriorate?" We have done none of these things. Stourbridge still sets the fashion for the world in novelties of glass, &c. "We are being robbed of our home market." Again in your report of the glass trades in January issue of THE GAZETTE I find, "In the highest class of table ware, brilliant, pure in colour, and exhibiting the finest art workmanship in the shape of the several articles manufactured, &c." We have easily held our own (against foreign competitors.)

Now what are the points that your correspondent touches upon? He deals with the unemployed members of the union, and states: "The society has on its books 45 per cent. of its members unemployed." What a revelation, according to our compilation, all the superannuated, sick, and honorary members of our society added to our unemployed would hardly reach that figure. Then again he says: "Surely amongst the members unemployed there should be some with enterprise enough to qualify themselves to do better class work." If this was not a serious question I should be inclined to think that this was meant for a bit of light pleasantry. "Qualify?" "Where can the workless glass worker qualify for better class goods? Is it in the streets or the foundry where he is labouring?" What does experience teach us? That these are the men who deteriorate from the position that they actually held as a previous worker of glass. If the writer had asked, "Does unemployment deteriorate the glass-worker?" I could have agreed with him. Both employers and men know this, it is only when in connection with the industry as a worker that they can in any way retain that degree of excellency that today is requisite and necessary.

His summing up and solution *re* the apprentice question and its bearings upon the above question are too debateable to be answered in this statement, but might I ask, if it is not possible to provide work for those workers already in the trade, why create more? Is the existing apprentice agreement used to its fullest extent at the present time? Does the employer teach the apprentice the technicalities of the trade, as in comparison with the education given him by the working glass-maker with whom he works, and what are the existing conditions relating to the same? It is in the details of such a question that a solution lies, and not in saying hard things about either employers or workers. In conclusion, allow me to thank you for the insertion of this letter, and may the worker and manufacturer alike be shoulder to shoulder in a determination to keep what they have, and get a great deal more of their own home market for the goods produced by themselves at home.—Yours truly,

Glasgow, March 29, 1906. HY. STANLEY,
General Secretary Flint Glass Maker Society.

Mr. P. Myers, of Messrs. J. Myers & Co., Wellington, New Zealand, spent a short time in England recently, visiting the Potteries, Birmingham, and Sheffield, and commencing his return journey on March 8.

Patents in Abeyance.—Inventors and manufacturers have long suffered an injustice by reason of a defect in the administration of the Patent Law. An inventor makes a discovery, and on proceeding to protect it by letters patent, he finds that a somewhat similar invention has been already patented. Although it is a subject of interest and importance to a certain branch of trade, he finds the first patent has never been worked. There is reason to believe that many patents are taken out without any intention to work them, the only object being to keep other inventors out of the market. This, it is felt, is distinctly contrary to public policy, and also contrary to the spirit of the patent law. The President of the Board of Trade has been approached on the subject by the Association of Chambers of Commerce, and has intimated his willingness to receive a deputation from the Association on April 9. The Chamber recently adopted a resolution urging the desirability of enforcing the forfeiture of all British patents for inventions which are not worked within three years of the granting of them. This is a reasonable provision, and it is hoped the Act will be strictly enforced.

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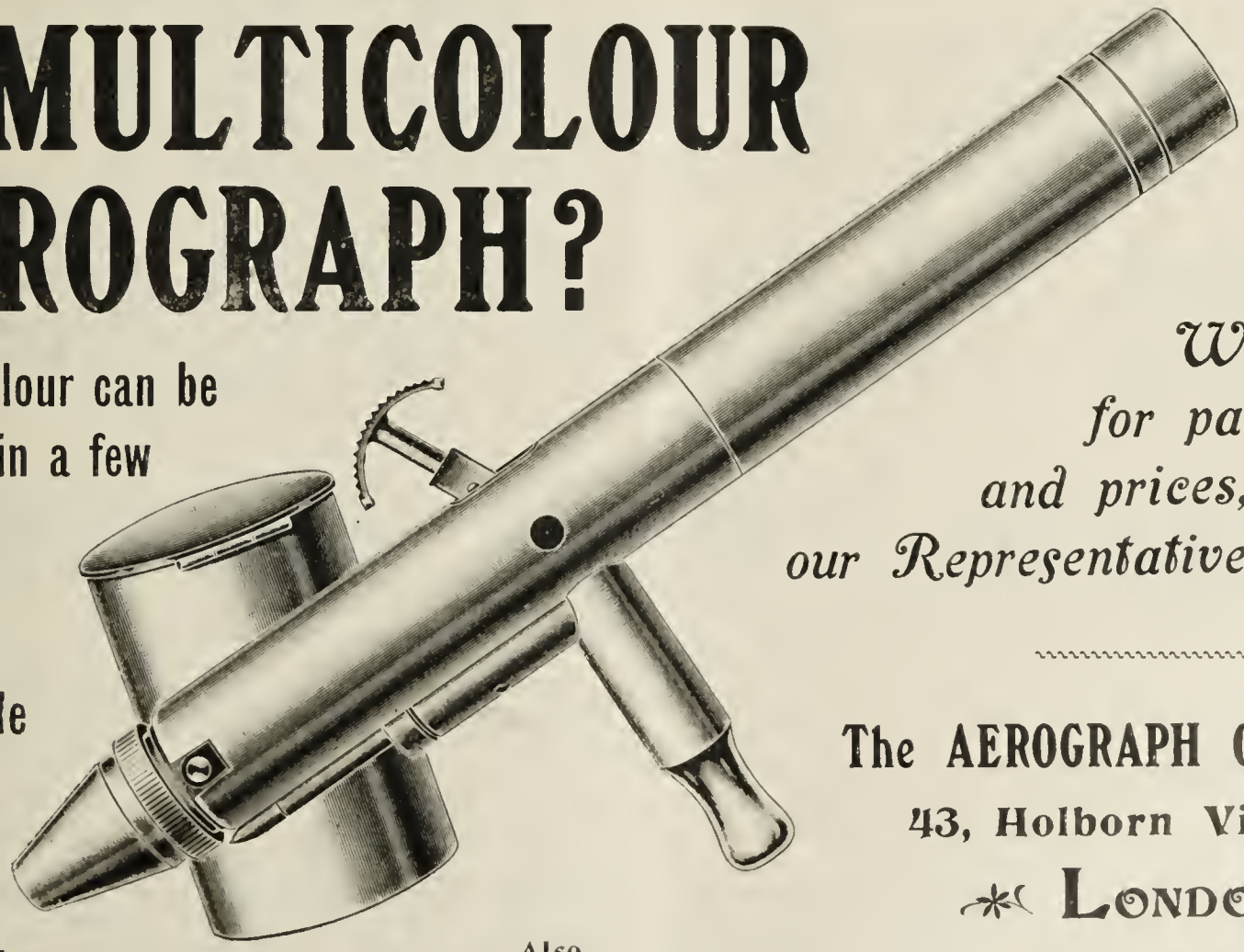
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The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

BATES, DEWSBERRY & Co. (Geo. Fredk. Bates and Geo. Henry Dewsberry), Mayer-street Tile Works, Hanley, tile manufacturers and decorators. Feb. 19. Debts by G. F. Bates, who continues at Victoria Art Tile Works, Adventure-place, Hanley. (March 16.)

Notice.

JAMIESON MICHAEL has acquired, as from Jan. 23, the business of china merchant and general dealer carried on at 21, Upper Kessock-street, and Ross'-close, Inverness, by his father, the deceased Michael Jamieson, and latterly by his mother, Mrs. Jane Macmillan or Jamieson. (March 2.)

Notice as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

POTTERS MILLS, LTD. Petition presented, Feb. 23, by the Weaver Navigation Trustees, Northwich. Hearing, Royal Courts of Justice, Strand, March 13. Williamson, Hill & Co., 13, Sherbourne-lane, E.C., sols.

UPPER HANLEY POTTERY CO., LTD. Resolved Jan. 15, confirmed Feb. 9:—That the company be wound up. Richard Steele, Hanley, liqr.

Notices of Dividends.

MANN EDWD. J., 37, Lewis-street, Aberamman, Aberdare, glass dealer. First and final, of 2s. 9½d., at O.R.'s, Merthyr Tydfil.

Order Made on Application for Discharge.

MYERS ISAAC C., trading as I. C. Myers & Co., 22, Coleman-street, E.C., glass merchant. Jan. 26. Discharge suspended two years.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.—EDS. *P. G.)*

CLARKE JAMES W., glass and china dealer, 19, Chapeltown-road and 55c, North-street, Leeds. The following are creditors:—Faudels, London, £14; Burgess & Leigh, Burslem, £16; Barrett & Co., Burslem, £11; S. W. Dean, Burslem, £12; H. Alcock & Co., Ltd., Cobridge, £14; J. Brier, Dewsbury, £10; C. H. James, Leeds, £64; Hartley, Green & Co., Leeds, £12; Taylor & Kent, Longton, £21; Fielding & Co., Ltd., Stoke-on-Trent, £14; L. & S. Hingley & Sons, Stourbridge, £12; T. Rathbone & Co., Tunstall, £10.

TOMKINS LAVINIA, 151 and 153, Embden-street, Hulme, Manchester, china and hardware dealer (wife of Thomas Tomkins). Dated, Feb. 27. Filed, March 3. Liabilities, unsecured, £271 8s. Property, after deducting secured claims, £165. Tr., James H. Stagg, 6, Booth-street, Manchester, C.A. The following are creditors:—T. Hulse, Longton, £33; J. Boyd & Co., Manchester, £10; P. Lloyd Rees, Ltd., Manchester, £10; Gaymond & Sons, Manchester, £11; T. Hudson (executors of), Manchester, £63; J. B. Tomkins, Manchester, £40; J. P. Humphrey, Tunstall, £12.

Bankruptcy Proceedings.

WILKINSON THOS. ALFRED, 117, Orford-lane, Warrington, glass and china dealer. R.O., Feb. 20. First meeting, O.R.'s, Manchester, March 7. Exam., C.C. Warrington, April 6 at 11. Adj., Feb. 20.

South African Imports.—Earthen and china ware to the value of £97,000 was imported into British South Africa during the six months ending December 31, 1905. Of this total the United Kingdom supplied £68,000 worth, practically all the remainder coming from Germany. The glassware import from the United Kingdom was valued at £49,000, and that from other countries (Belgium, Germany, and U.S.A.) at £43,000, making a total value of £92,000.

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

ARTIFICIAL FISH, No. 4,334.—H. Toft. An artificial fish, earthenware and glazed, for fishing in the style known as spinning or trolling. Feb. 22, 1906.

CHINA CLAY, No. 4,399.—J. Thane and H. Cornell. Improved process for the treatment of china clay. Feb. 22, 1906.

DISH, No. 3,479.—L. W. Donne. Improved non-spillable dish used in photographic work. Feb. 13, 1906.

DRINKING VESSELS, No. 5,441.—J. Bennett. Improvements in drinking vessels and the like. March 6, 1906.

GLASS-BLOWING APPARATUS, No. 5,559.—W. Moonen. Improved glass-blowing apparatus. March 7, 1906.

GLASS MELTING APPARATUS, No. 5,605.—P. T. Sievert. Improvements in or relating to glass melting and pouring apparatus. (Date applied for under Patents Act, 1901, March 11, 1905.)

KILNS, No. 3,954.—M. J. Adams and J. Cannon. Improvements in construction of kilns. Feb. 17, 1906.

KILNS, No. 4,723.—J. Emery and A. Emery. Improved construction of kilns for firing ceramic-ware. Feb. 27, 1906.

MOLTEN GLASS, No. 5,040.—H. L. Dixon and G. A. Marsh. Improved method of severing molten or plastic glass and apparatus therefor. March 1, 1906.

PASTE CUPS, No. 5,388.—J. G. Kidson. An improvement in and relating to "paste cups" and the like. March 6, 1906.

PASTE POT, No. 4,4464.—S. E. Page (H. Binney, United States). An improved paste pot. Feb. 23, 1906.

ROLLING MILL, No. 4,044.—K. A. Kuhnert. Rolling mill for treating clay and similar raw materials. Feb. 19, 1906.

URINALS, No. 4,341.—M. J. Adams. Improvements in urinals. Feb. 22, 1906.

Specifications Published.

1905.

2,097.—Stocker. Drying of various substances, such as clay or similar materials.

21,667.—Da Silva. Method of stoppering glass bottles, flagons, and the like.

2,102.—Stocker. Drying of various substances, such as clay or similar materials.

9,784.—Hellyer. Pans of water-closets, bed pans, sinks, and the like.

18,679.—Schou. Apparatus for the production of line designs on clay masses.

26,701.—Langer. Earthenware and the like vessels.

6,907.—Helps. Glass bulbs and chimneys for incandescent burners and fittings therefor.

11,507.—McBride. Glass bevelling machines.

17,947.—Oröndal. Method of and means for utilising the heat in tunnel kilns.

7,301.—Brock. Glass tile or slab.

8,323.—Sharpe Bros. & Co., Ltd., & Cooke. Overflow chambers of lavatory basins and baths.

13,989.—Dale. Joints of earthenware drain pipes.

Designs.

471,929.30.—J. Aynsley & Sons, Portland Works, Longton.
473,012.3.—H. & R. Johnson, Cobridge.
473,014.5.—Henry Richards Tile Co., Pinnox Works, Tunstall.
473,066.7.—Grimwades, Ltd., Stoke-on-Trent.
473,068.9.—Wiltshaw, Robinson & Son, Stoke-on-Trent.
473,128.—R. T. Grocott, Whitehall Works, Longport.
473,129.—Reynolds & Branson, Ltd., 13, Briggate, Leeds.
473,130.—W. H. Grindley & Co., Tunstall.
473,138.—M. Fawcett, 50, Queen Anne's Gate, S.W.
473,172.—Wiltshaw, Robinson & Son, Stoke-on-Trent.
473,278.—W. A. Bailey, 32, Hatton Garden, E.C.
473,336.7.—Lea & Boulton, High-street, Tunstall.
473,470.—Harrison & Hipwood, Warstone Parade, Birmingham.
473,173.—J. M. Lutz, Jagerwirtstrasse, Munich.
473,435.—Hukin & Heath, Ltd., Great Charles-street, Birmingham.
473,480.—W. F. Needham, Branston-street, Birmingham.
473,523.—F. M. Ashley, 136A, Liberty-street, New York City, U.S.A.
473,551.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
473,553.—W. N. Hibbert, 111, Knights Hill-road, West Norwood.
473,597.601.—Henry Richards Tile Co., Pinnox Works, Tunstall.
473,602.—J. W. Savage, 103, High-street, Guildford.
473,632.—Grimwades, Ltd., Stoke-on-Trent.
473,633.—Ceramic Art Co., Ltd., Crown Pottery, Stoke-on-Trent.
473,634.—L. F. A. Henke, Hannover-Kleefeld, Germany.



VIEW OF A SHAFT OF THE "B.S.W." SEMI-PORCELAIN BALL CLAY.

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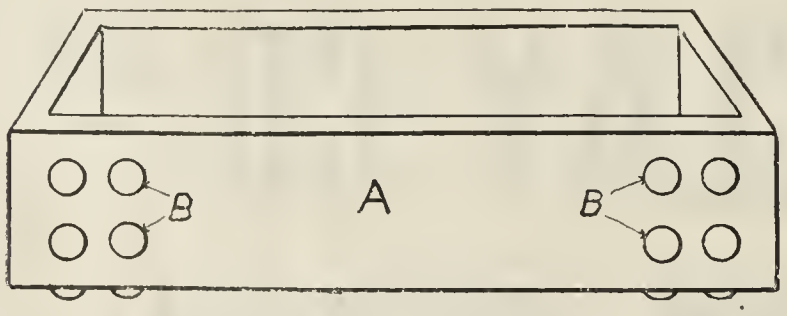
SAMPLES ON APPLICATION. Telegrams: "KEY, NEWTON ABBOT."

473,657.—Dental Manufacturing Co., Ltd., Lexington-st., W.
473,208.10.—A. Mortimer, 32, Hatton-garden, E.C.
473,275.—Sharp, Jones & Co., Parkstone, Dorset.
473,552.—Rhodes Tile Co., Ltd., Reginald-street, Works, Burslem.
473,554.—Johnsen & Jorgensen, Ltd., 4.6, Bury-court, E.C.
473,656.—J. Knott, 73, Victoria-road, Peckham, S.E.
473,731.2.—C. Allerton & Sons, Park Works, Longton.
473,733.5.—M. Kray & Co., 7, Boecksstrasse, Berlin.
473,736.—M. W. Lister, 56, Frederick-street, Birmingham.
473,787.9.—J. W. Walsh, Soho Glass Works, Birmingham.
473,790.—Schindler & Co., 9, Aldermanbury-avenue, E.C.
473,819.20.—F. H. Shorland, Stretford-road, Manchester.
473,829.—M. Emanuel & Co., 41 and 42, Shoe-lane, E.C.
473,834.—Doulton & Co., Ltd., Nile-street Works, Burslem.
473,877.—H. A. Ollivant, Cliff Vale, Shelton.
473,887.9.—F. W. Neuburger & Co., 7, Dyer's Buildings, E.C.
473,957.—Rhodes Tile Co., Ltd., Reginald-street Works, Burslem.
473,958.—H. A. Ollivant, Cliff Vale, Shelton.
474,035.—Naylor Bros., Denby Dale, near Huddersfield.
473,883.4.—C. W. Padgett, 49, Lexington-street, W.
473,959.—A. Henke, 3, Kaulbachstrasse, Hannover-Kleefeld.
474,109.10.—J. Lang & Son, 16, Bury-street, E.C.
474,328.—J. Green & Nephew, 107, Queen Victoria-street, E.C.
474,329.—Burtles, Tate & Co., Poland-street, Manchester.
474,330.—J. W. Walsh, Soho and Vesta Glass Works, Birmingham.
474,331.3.—J. Barratt & Co., Ltd., Stoke-on-Trent.
474,334.—British & Foreign Bottle Co., 107, Cannon-street, E.C.
474,414.5.—Wiltshaw, Robinson & Son, Stoke-on-Trent.
474,417.8.—J. Kilner & Sons, Calder Vale Glass Works, Wakefield.
474,419.—Grimwades, Ltd., Stoke-on-Trent.
474,422.3.—M. Emanuel & Co., 41 and 42, Shoe-lane, London, E.C.
474,524.5—Grimwades, Ltd., Stoke-on-Trent.
474,526.7.—Worcester Royal Porcelain Co., Ltd., Worcester.
474,528.—Vereinigte Metallwaarenfabriken, A.G., Berlin.

Latest Complete Specifications.

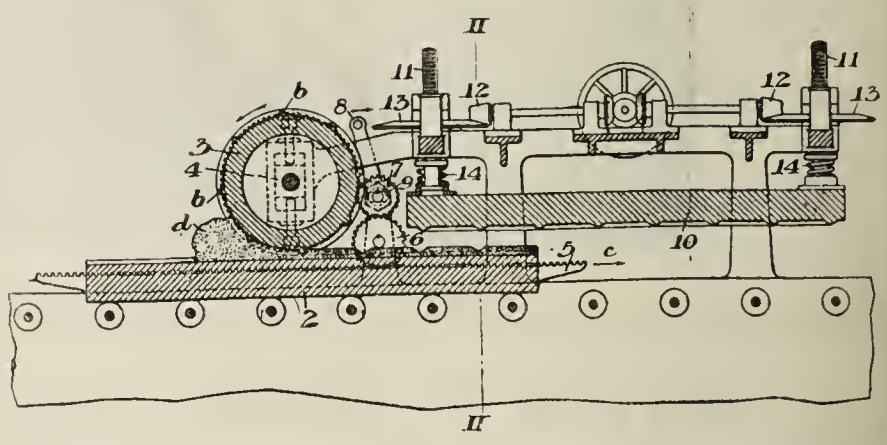
Improvements in Earthenware and other Sinks, Baths, Wash-tubs, &c.—W. Smith, Westlea, Bishop Auckland, declares this invention to be as follows :—A great evil is experienced in and with sinks, baths, wash-tubs, and other similar articles, whether they are made of earthenware or fireclay, or other suitable materials that have to be and are burnt in kilns and other appliances in that such burning leaves such greatly disfiguring marks on the surfaces of these articles, whether such surfaces are enamelled or glazed or otherwise finished off, and it is difficult even if it be not absolutely impossible to erase such disfiguring marks, and even properly to hide them. Now the object of my invention is to obviate and remedy this evil by preventing the appearance of these aforesaid greatly disfiguring marks

FIG. 1



on the surfaces of these articles in a cheap and simple but highly effective and efficient manner. To carry out this object I create on the ends or the sides or the bottoms thereof protuberances in the desired number and at the desired positions and of the desired shapes and sizes and configurations, and these protuberances would be arranged on such outer surfaces as may be desired in such a manner as may be expedient. The articles made with these protuberances, when they are "set" in the kilns, will rest on the protuberances, and will not need any pieces of clay or brick or any other material whereon to rest, and their flat surfaces will be entirely free from contact with any other surface or thing whatever, whereby no disfiguring or any marks can be made thereon as is my object. It is preferable to leave the prominent parts of these protuberances without any glazing or other matter thereon whereby it will be rendered impossible that they should adhere to anything or that anything should adhere to them when they are to be drawn from the kilns after treatment. When the articles are finished the protuberances can easily and quickly be painted, varnished, enamelled, or otherwise treated as may be desired to prevent them being possibly eyesores, and even to cause them to become ornaments. For this latter purpose it may also be desirable to form of earthenware fireclay, metal, wood, glass, or other material caps or covers for these protuberances, which caps or covers could likewise be painted or otherwise treated as aforesaid, and could be attached on and over the protuberances by cement or other appropriate means.

Improved Manufacture of Figured Glass Sheets and Mirror Plates.—O. Imray, Birkbeck Bank-chambers, Southampton-buildings, W.C., declares the nature of this invention (as communicated by the Pressed Prism Plate Glass Co., of Morgantown, Monongalia County, West Virginia, U.S.A.) is described by the following statement :—The manufacture of forming figured glass sheets by distributing a sheet of glass and thereby imparting to it a figured surface contour approximating that of the desired product, and, after the temperature of the sheet has been reduced and its rigidity thereby increased, imparting accuracy and finish to the figured



surface by pressure from a surface which corresponds substantially in contour with the contour imparted during the distributing, substantially as described. The manufacture of mirror plates, by distributing a sheet of glass and thereby imparting to it a surface contour approximating that of the desired product, and, after the temperature of the sheet has been reduced and its rigidity thereby increased, imparting accuracy and finish by pressure from a surface corresponding substantially with the contour imparted during the distributing operation, and dividing the sheet on the lines of the pattern produced by these operations, substantially as described.

Improved Plant or Flower Pots.—A. J. Eggleton, 49, Moray-place, Dunedin, New Zealand, declares his invention to be described in the following statement :—In pots for growing plants, the combination of boxes made in one or more compartments so formed that they can be built up as a wall, said boxes having slots or pockets for said plant to grow out of, all substantially as set forth and as shown

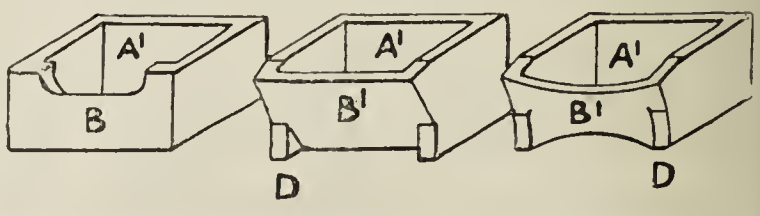


FIG 1 FIG 2 FIG 3

on the drawing. In pots for growing plants, the combination of compartment pots arranged to be placed side by side and over each other as a wall to an architectural design, said compartments containing growing plants pro-

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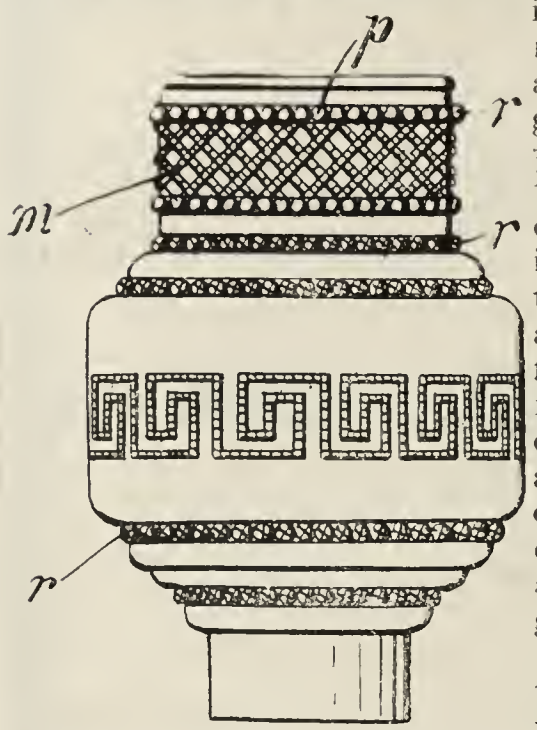
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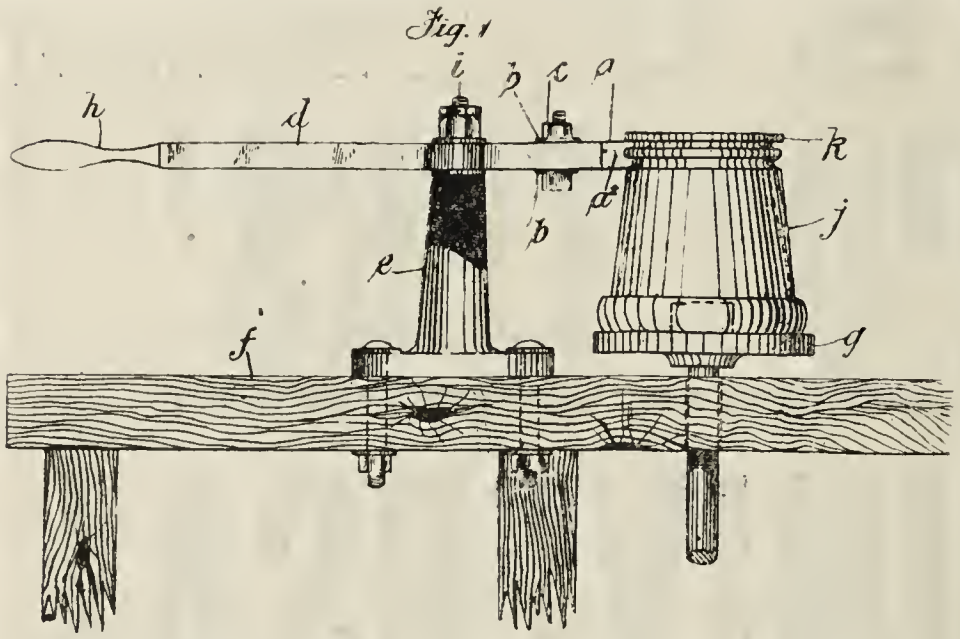
jecting through the slots or pockets in said compartments, all substantially as described and as shown on the accompanying drawing.

Process of Ornamenting Articles of Glass.—E. Jahde, Schönborn-Dobrilugk, Prussia, declares that what he claims is :—Process of ornamenting lamp globes and other articles of glass, consisting in pressing or blowing into the glass grooves, bulges or the like, which may, if required, constitute the pattern, and are adapted to receive and firmly hold the ornaments as a whole (string of pearls *p*) on the glass article, essentially as described. Process of ornamenting lamp globes and other articles of glass, according to Claim 1 consisting in causing the groove *r* for holding the ornaments to run over an arched part or bulge, and eventually to form an endless line, essentially as described. Process of ornamenting lamp globes and other articles of glass, according to Claim 1, consisting in providing the groove *r* with holes, slits, or the like, so that the light passing through will at least partly fall directly upon the ornament, essentially as described and for the purpose specified.



An Improved Appliance for Turning in Pottery.—F. J. Ridgway, Weston Coyney, near Longton, J. Aynsley, Blyth Bridge, Stoke-on-Trent, and F. Hancock, 29, Boughey-terrace, Stoke-on-Trent, declare that what they claim is :—

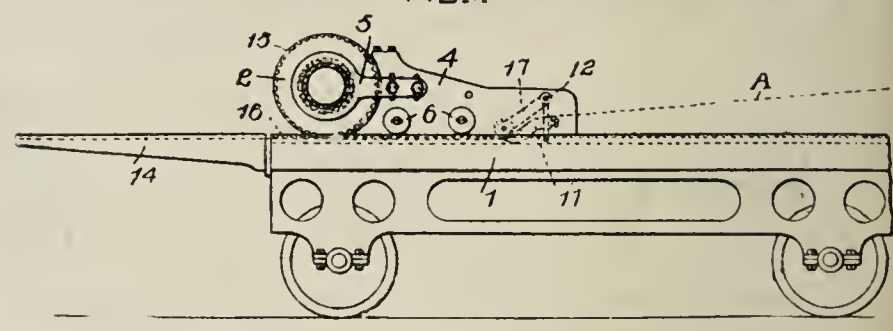
Fig. 1



The construction of cutters of various or different profiles and sizes from metallic sheet strips or plates for securing to the end of metallic or wood bars pivoted upon suitable supports so as to leave a space a^2 between the fore-end of such bars and the profile shaped end a^3 of such shaping or cutting appliances as illustrated on the drawings hereto annexed for use in forming a base or foot on, one or more continuous or endless semi-circular or other shaped projecting ribs or recesses, or one or more endless ogee or other shaped ribs and recesses in or upon moulded or thrown earthenware or chinaware articles in desired positions whilst such articles are in a semi-plastic condition, and for shaping covers or lids for teapots, tobacco jars, and other articles moulded or thrown from such semi-plastic materials in the manner herein substantially described and set forth.

Improvements in Apparatus for Making Wire-glass.—C. H. Tondeur, Farmers' Bank-building, Pittsburg, U.S., declares this invention to be described in the following statement :—In apparatus for rolling wire glass sheets a

FIG. 1.



spacer consisting of a roll and a shoe between which the wire fabric is led, and which are independently adjustably mounted on a frame moving with the distributing roll substantially as described. In conjunction with the spacer of the preceding claim, a vertically adjustable clamp at the rear end of the forming table, substantially as described. In apparatus for rolling wire glass sheets, adjustable guides moving with the distributing roll and adapted to form sheets of different widths, substantially as described. In apparatus for rolling wire glass sheets, the combination of a forming table having a prolongation for the support of a distributing roll, whereby the said roll may be withdrawn wholly from the surface of the said table, and means for varying the thickness and width of the sheets formed thereby, substantially as described. An apparatus for making wire glass sheets constructed and operating substantially as herein described and illustrated.

New Foreign Patents.

United States Patents.

812,230.—C. W. Raymond, Dayton, Ohio. Emptying apparatus for clay-bins.
812,509.—R. W. Lyle, New York, N.Y. System and means for drying and burning clay products.
812,399.—J. F. Bottomley, Wallsend, R. S. Hutton, Manchester, and A. Paget, North Cray, England. Manufacture of silica glass.
812,804.—A. Bennett, Buffalo, N.Y. Non-refillable bottle.
813,038.—M. Connor, Rushville, Ind. Non-refillable bottle.
813,289.—N. W. Hartman, Toledo, Ohio. Glass-blowing machine.
813,248.—J. R. Speer, Pittsburg, and G. H. Harvey, Glenfield, Pa Glass-drawing apparatus.
813,290.—G. H. Harvey, Glenfield, Pa. Glass-drawing machine.
813,291.—G. H. Harvey, Glenfield, Pa. Glass-drawing machine.
812,994.—J. Heidenkamp, Springdale, Pa. Apparatus for making wire-glass.
812,894.—J. R. Speer, Pittsburg, and G. H. Harvey, Glenfield, Pa. Manufacture of glass.
813,247.—J. R. Speer, Pittsburg, Pa. Manufacturing glass.
813,123.—J. True, Castile, N.Y. Method of making glass ornaments.
812,832.—E. de Camp and F. P. Caufield, Newark, N.J. Lavatory fixture.
813,894.—B. Holladay, Richmond, Va. Nursery bottle.
813,675.—J. R. Speer, Pittsburg, and H. A. Otto, Allegheny, Pa. Glass-casting apparatus.
813,794.—H. J. Hays, Pittsburg, Pa. Apparatus for forming sheet and plate glass.
814,385.—P. L. Madden and G. Pfender, Pittsburg, Pa. Cuspidor.
814,191.—W. J. Demming, Horley, England. Machine for the manufacture of glass bottles and the like.
814,637.—W. E. Beyer, Cleveland, Ohio. Fastener for glass joints.
814,515.—W. Buttler, Indianapolis, Ind. Apparatus for making wire glass.
814,631.—F. L. O. Wadsworth, Morgantown, W. Va. Manufacture of glass.
814,471.—W. T. Nicholls, Wellsburg, W. Va. Manufacture of sheet or plate glass.
814,612.—J. H. Lubbers, New Kensington, Pa. Method of making glass sheets.
814,432.—J. W. Collins, New Martinsville, W. Va. Method of fastening metal collars to glass lamps.

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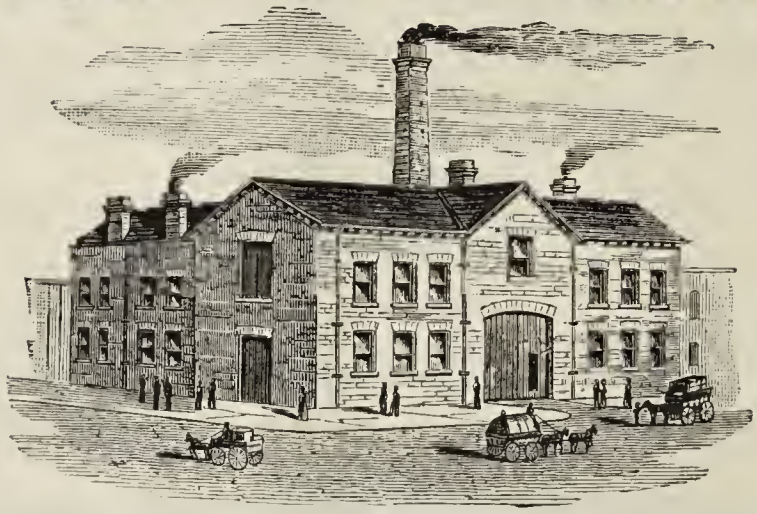
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HARRISON & SON (Hanley), LIMITED.

LATE

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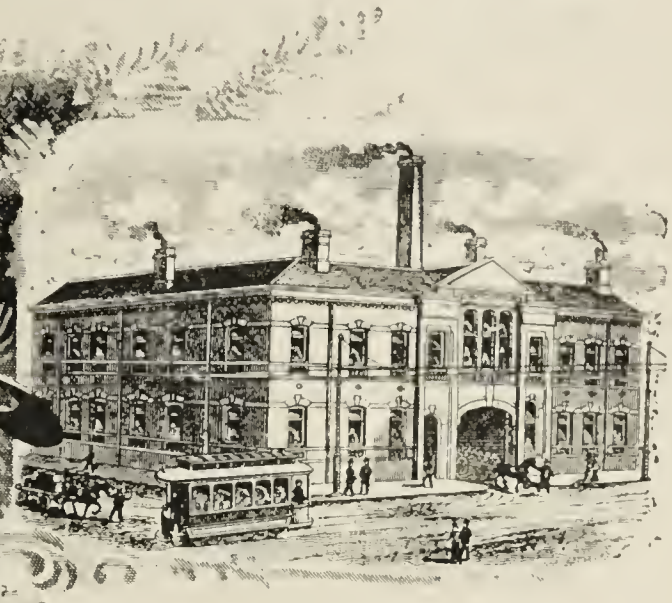
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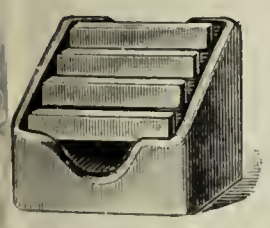
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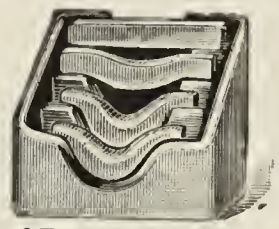


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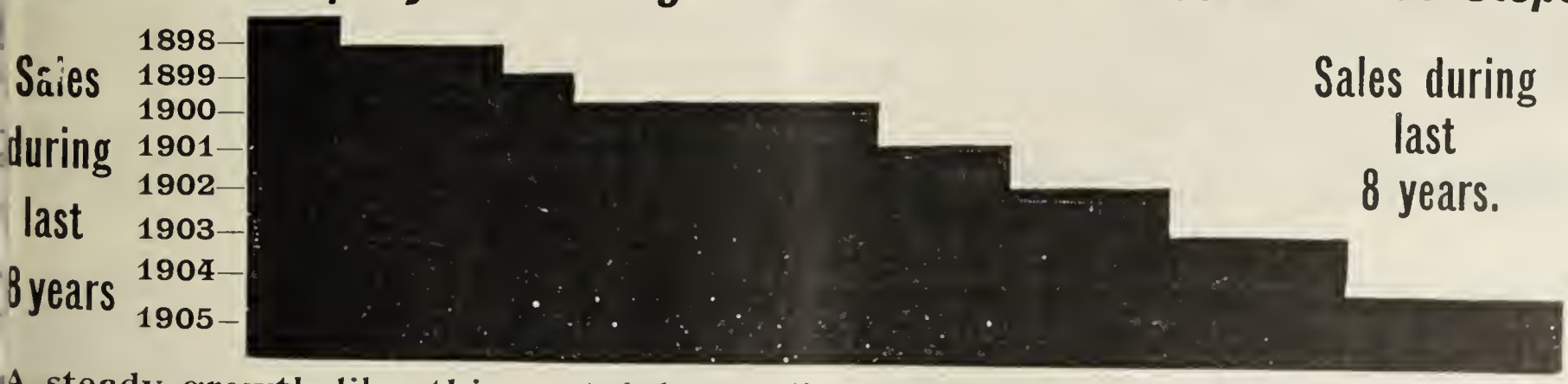
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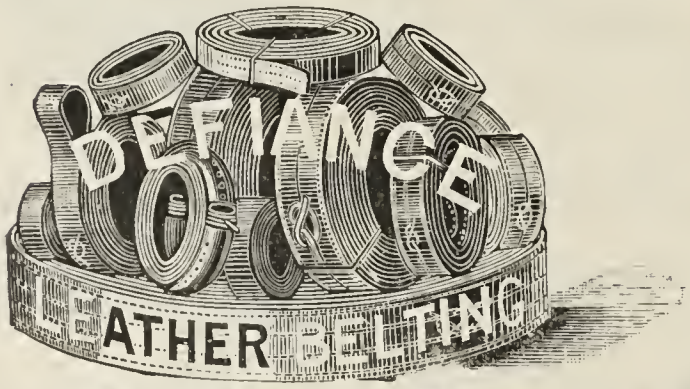
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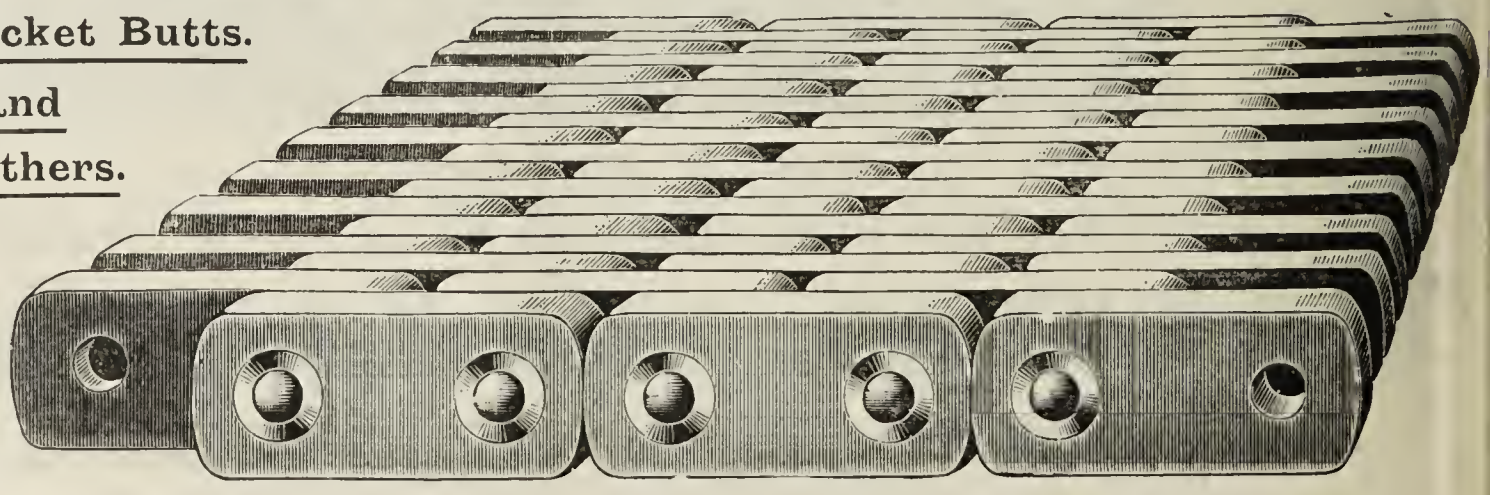
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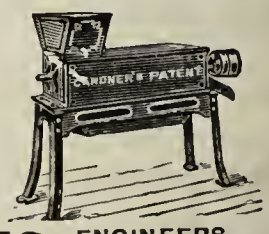
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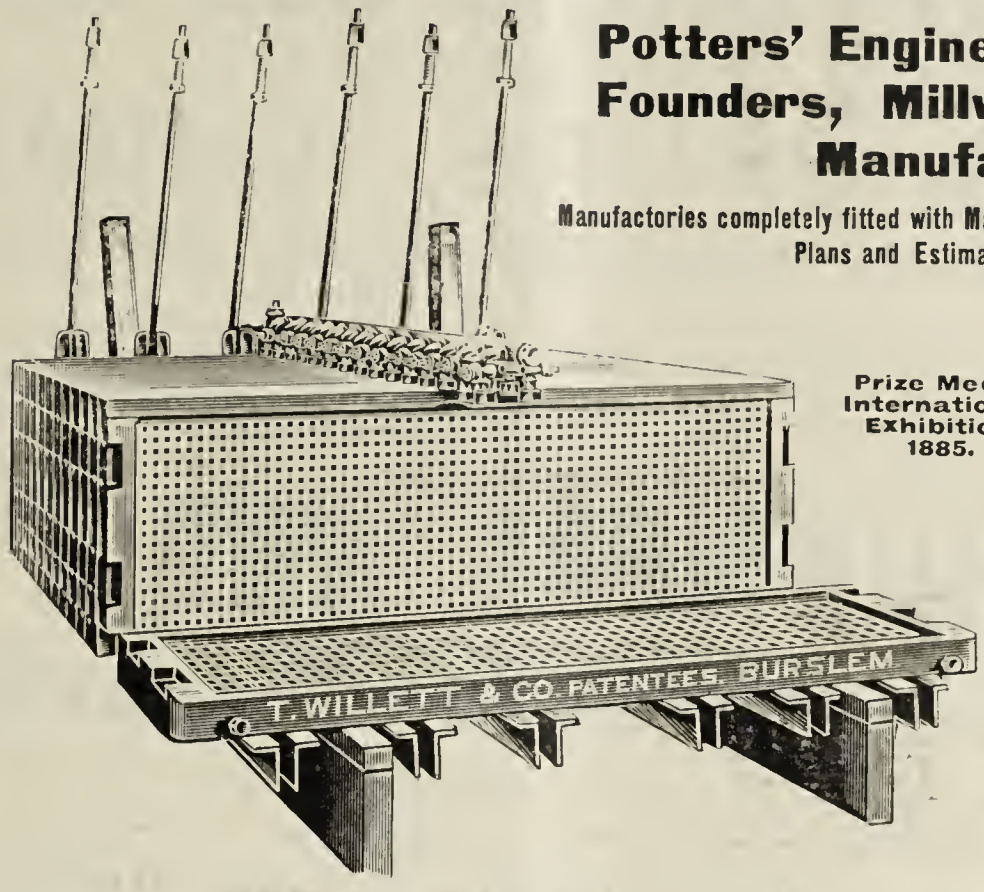
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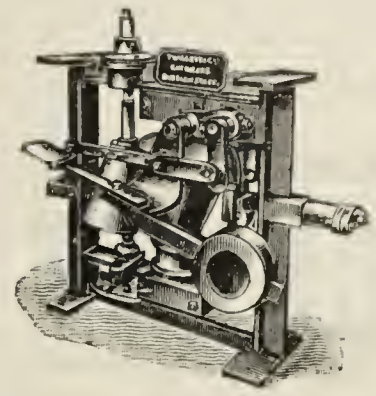


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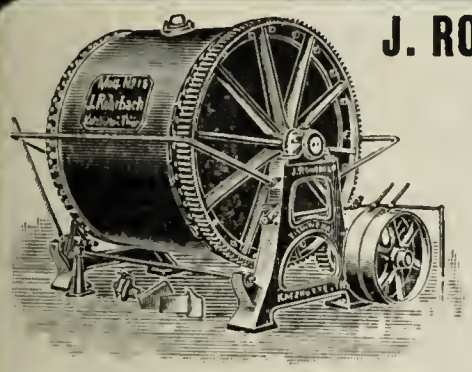


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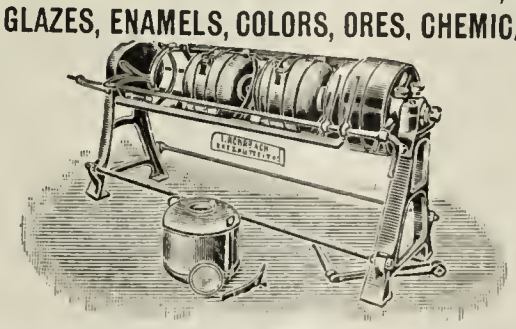
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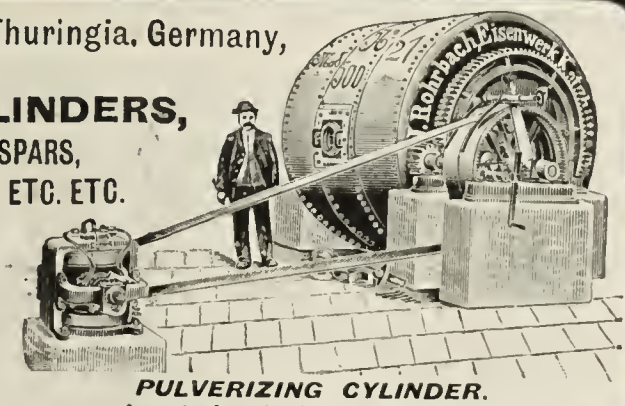
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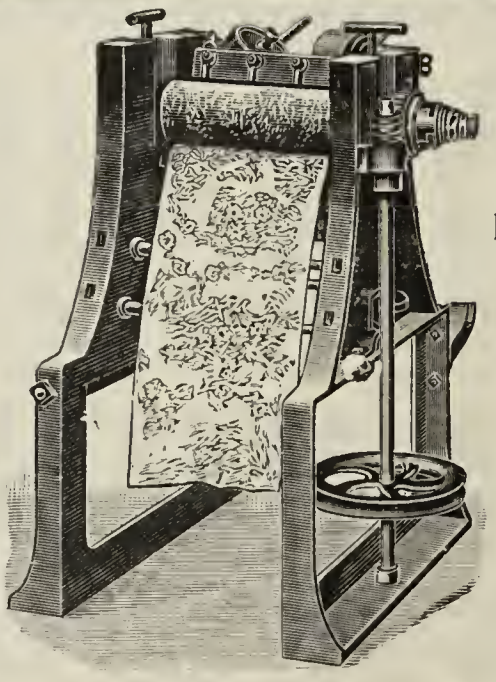


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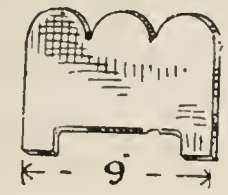
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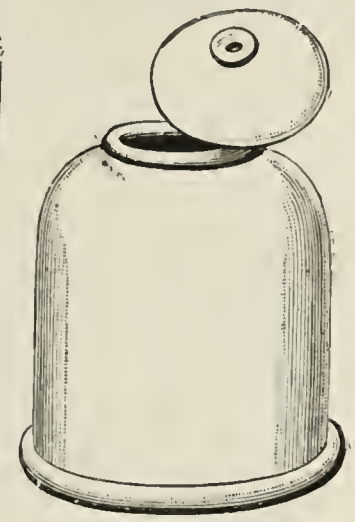


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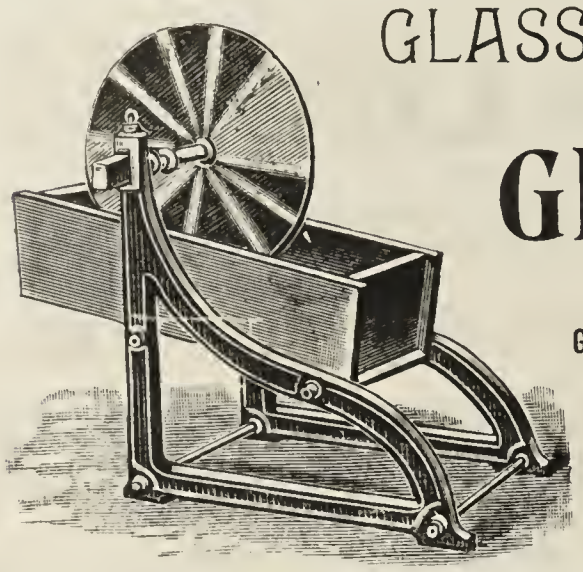
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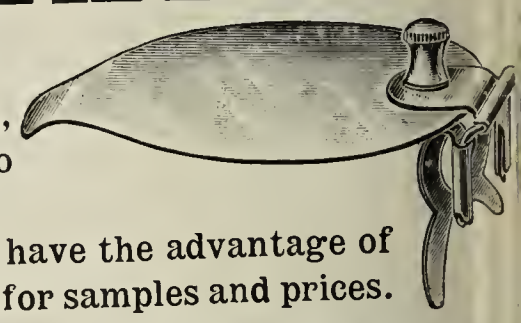
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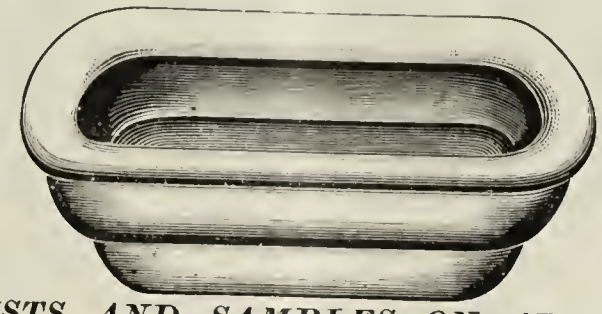
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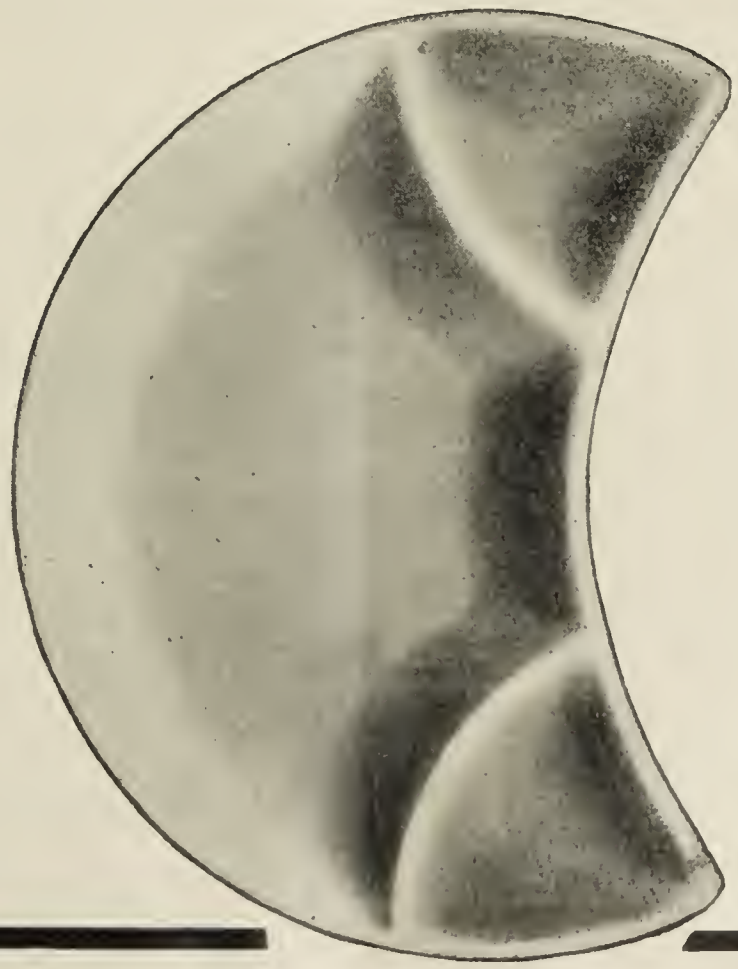
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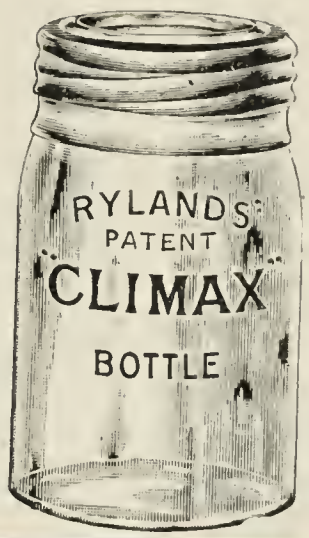
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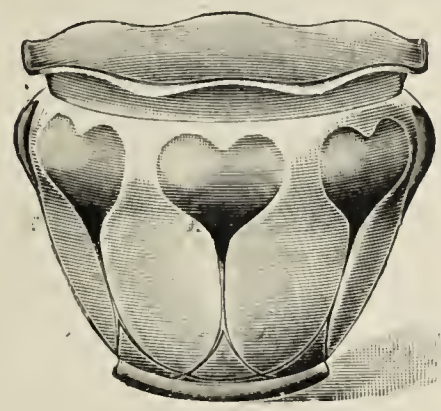
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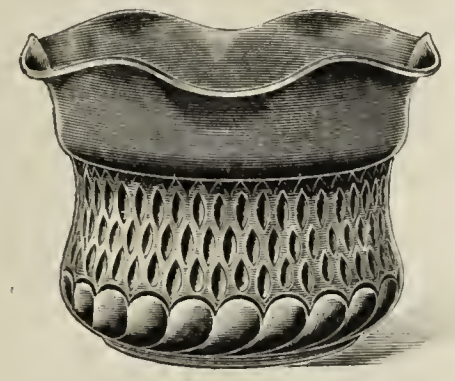
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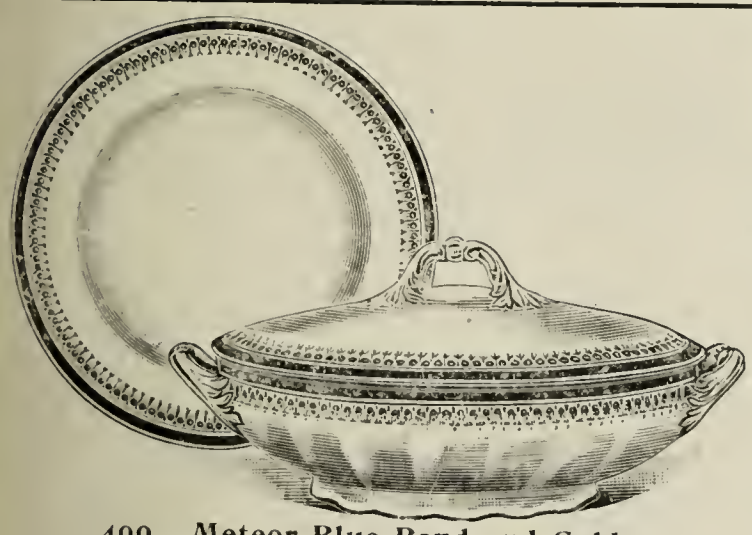
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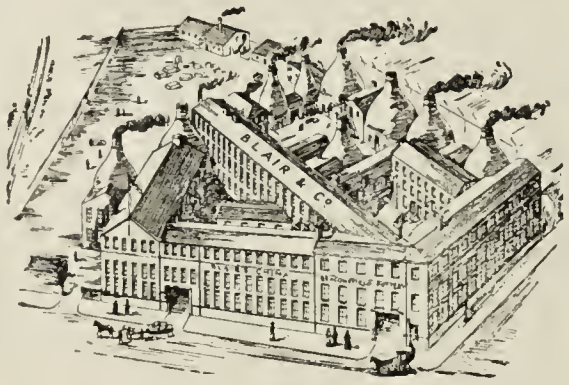
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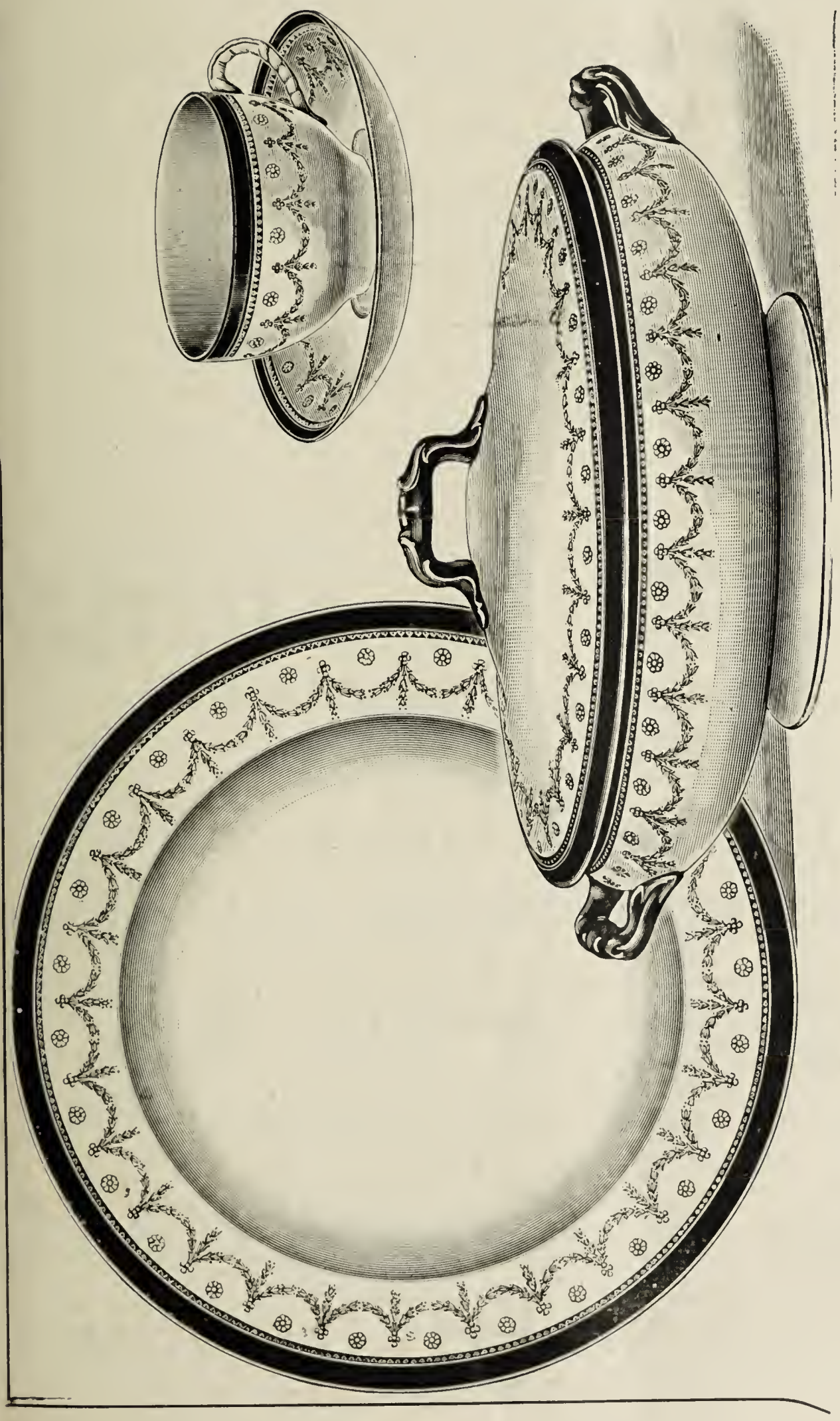
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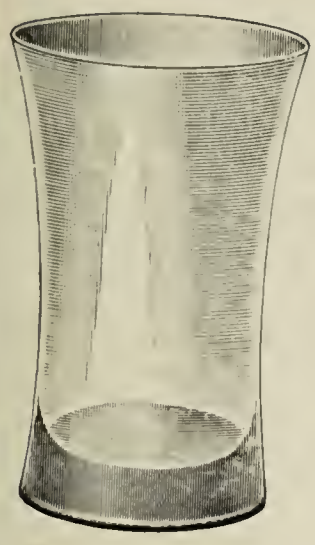
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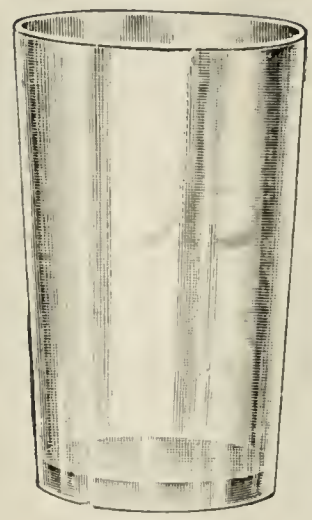
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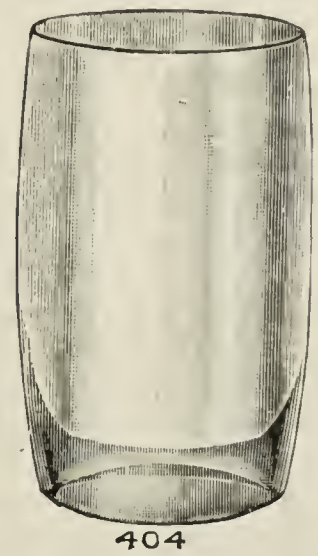
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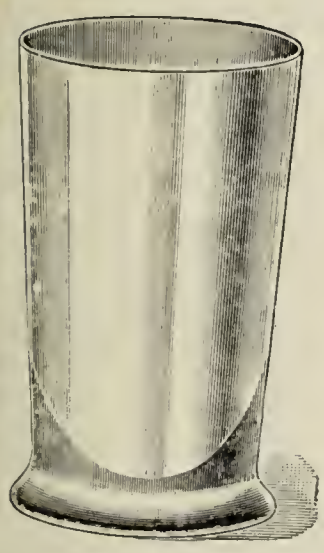
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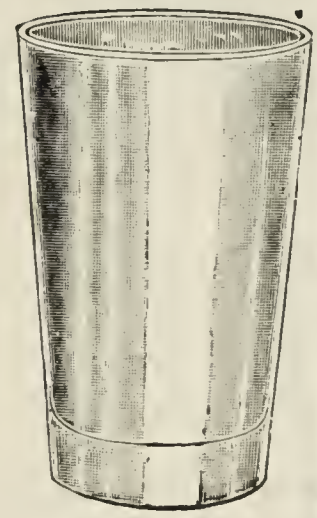
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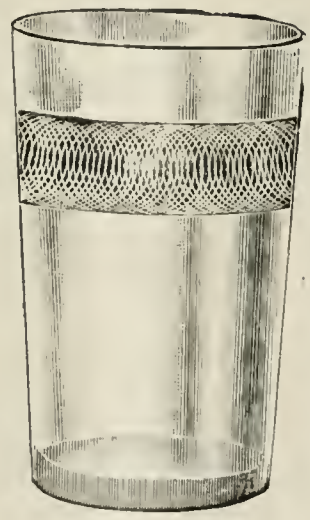
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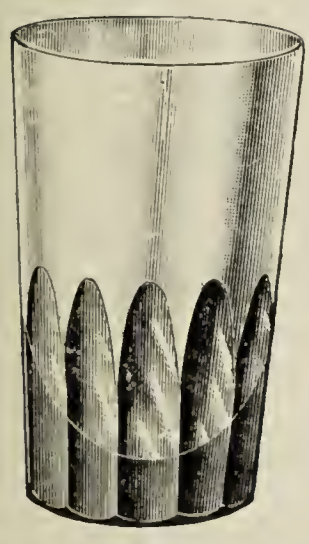
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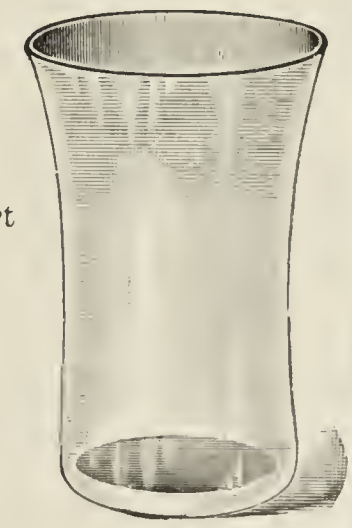
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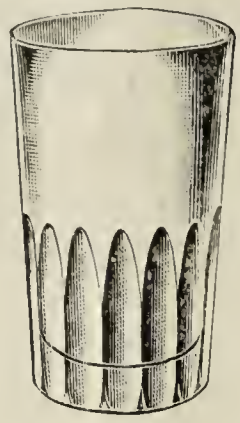


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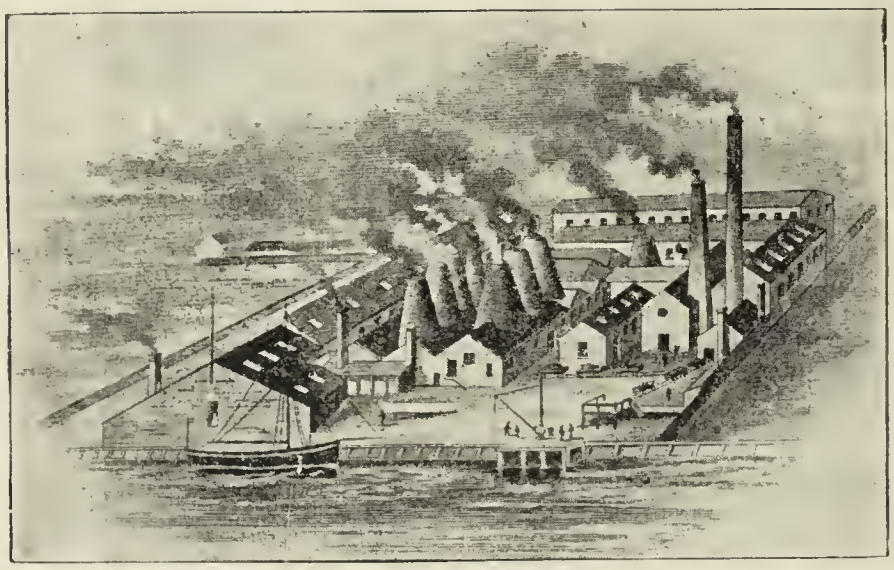
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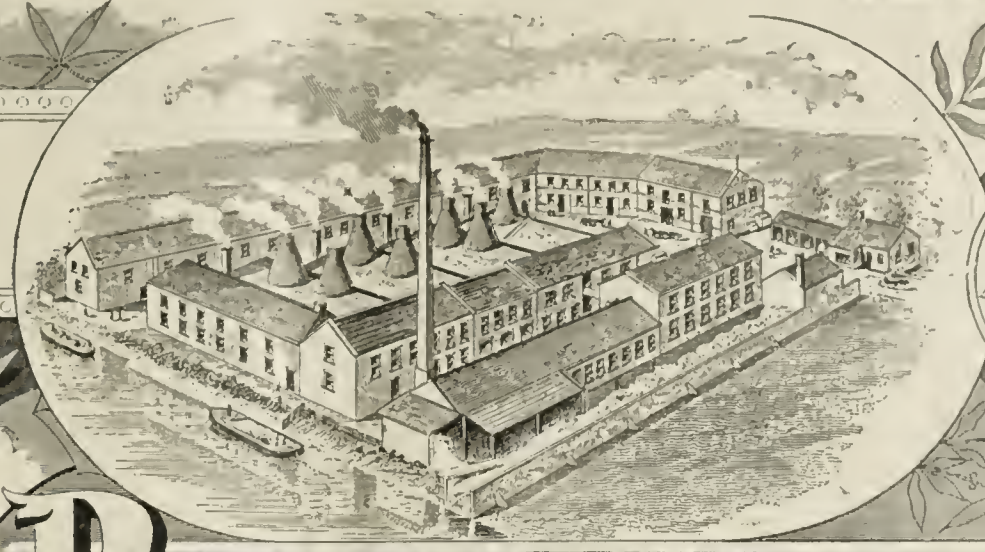
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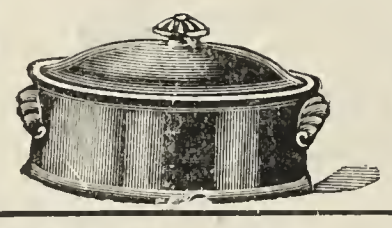
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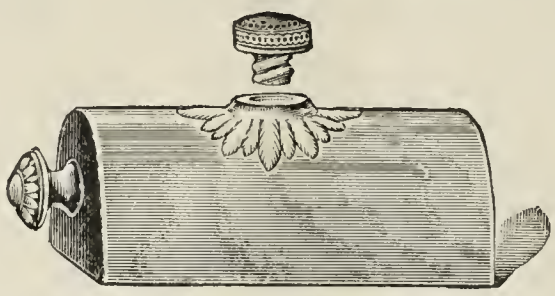


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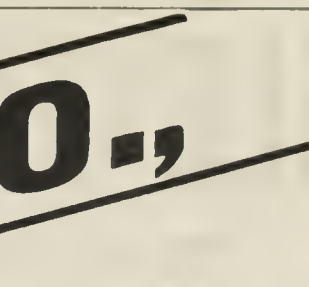
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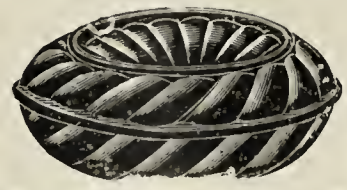
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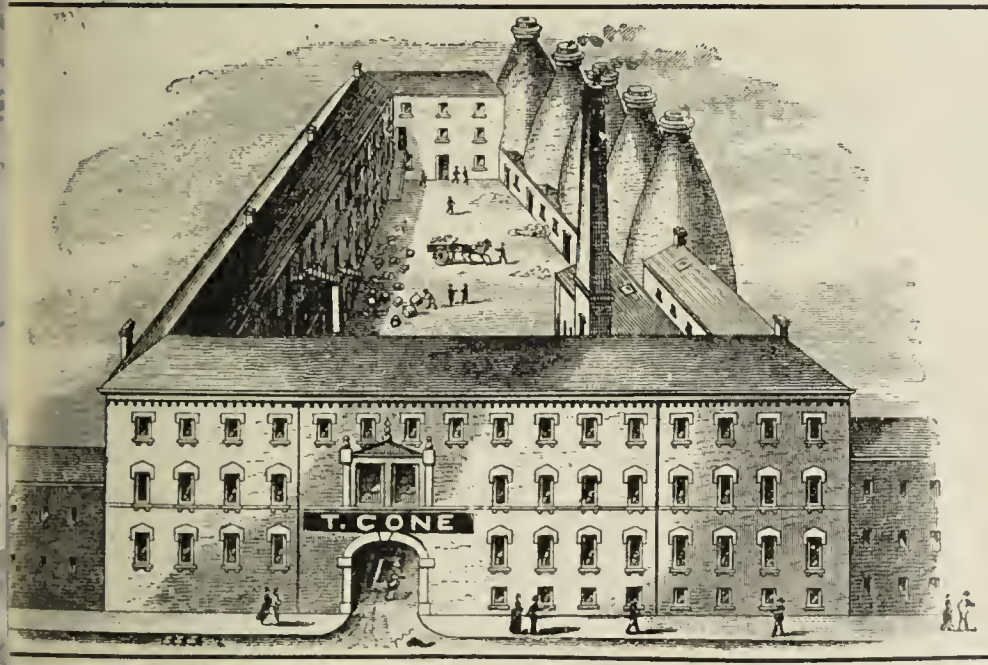
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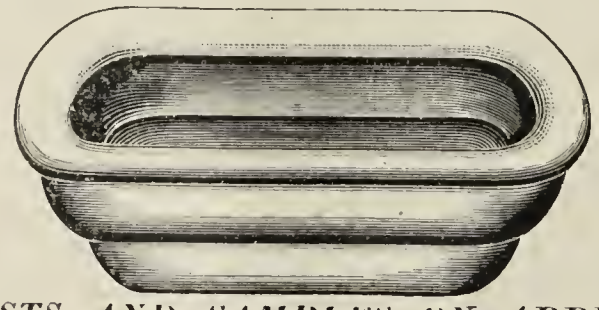
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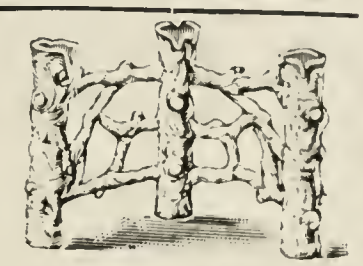
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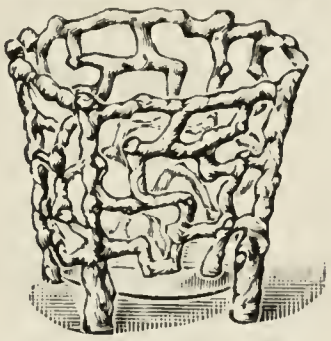


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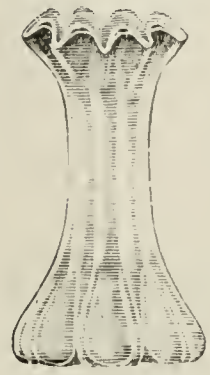
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Friday the 23rd day of February 1906

Between CLARKE'S PYRAMID AND FAIRY LIGHT COMPANY LIMITED *Plaintiffs*
and
JOHN ALLEN *Defendant.*

Upon Motion this day made unto this Court by Counsel for the Plaintiffs and upon hearing Counsel for the Defendant and upon reading the Writ issued on the 15th February 1906 and an Affidavit of Samuel Birdsey Clarke filed the 16th February 1906 and the exhibits therein referred to And the Plaintiffs and Defendant by their Counsel consenting that the hearing of this Motion should be treated as the trial of this Action and consenting to this Order

This Court doth Order that the Defendant John Allen his servants and Agents be perpetually restrained from selling or offering or exposing or advertising for sale or procuring to be sold any silk or other Lamp Shades not of the Plaintiffs' manufacture or merchandise under the name of "Cricklite" or "Cricklelite" Shades or under any other name which by reason of colourable imitation of the name "Cricklite" or otherwise is calculated to represent or lead to the belief that such lamp shades are "Cricklite" lamp shades or lamp shades of the Plaintiffs' manufacture or merchandise And from selling or supplying any such lamp shades as aforesaid in response to Orders for "Cricklite" lamp shades And from passing off or enabling or assisting others to pass off any such lamp shades as aforesaid as or for "Cricklite" lamp shades or lamp shades of the Plaintiffs' manufacture or merchandise And from in any manner infringing the Plaintiffs' registered Trade Marks Nos. 91117, 191410, 212257, 219687 and 276803 or any of them

And it is Ordered that the Defendant John Allen do pay the Plaintiffs Clarke's Pyramid and Fairy Light Company Limited their costs of this Action such costs to be taxed by the Taxing Master.

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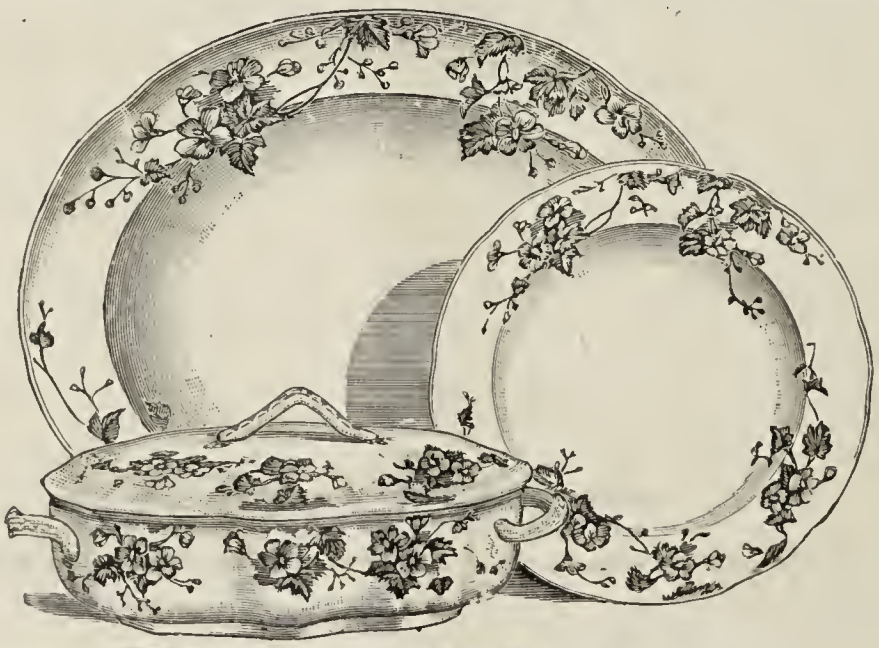




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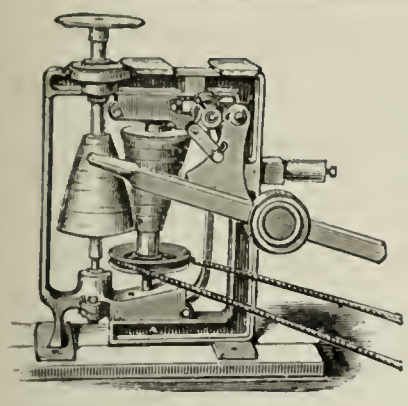




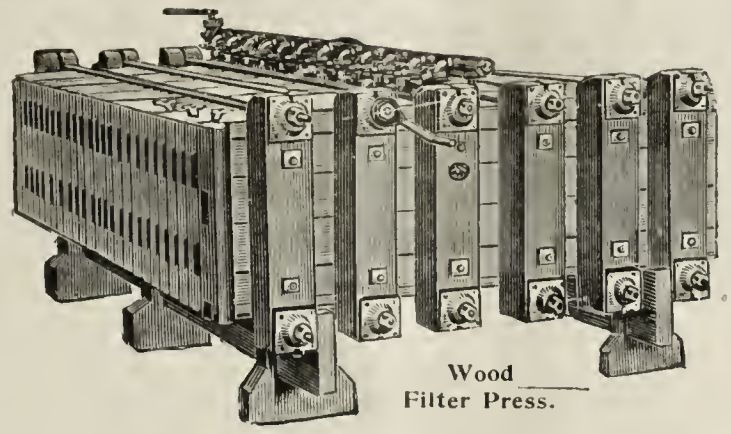


WAGSTAFF & BRUNT. Richmond Pottery, LONGTON, STAFFORDSHIRE

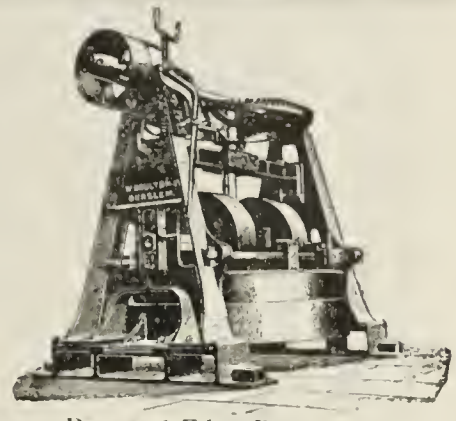
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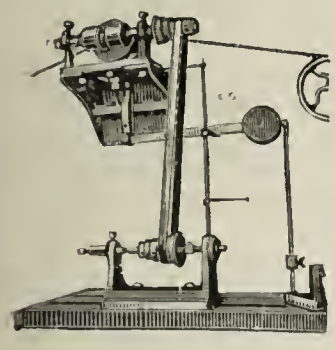
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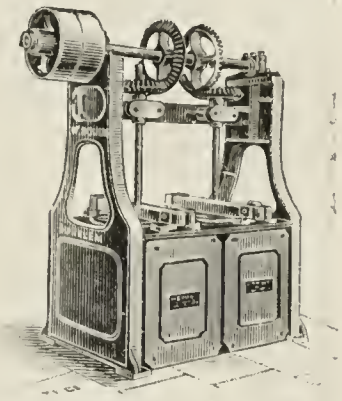
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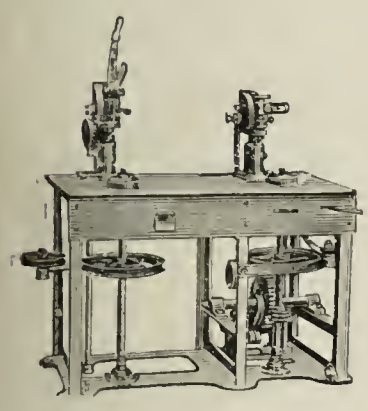
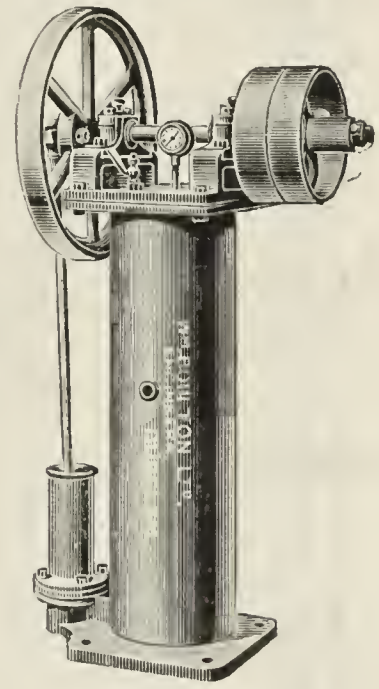
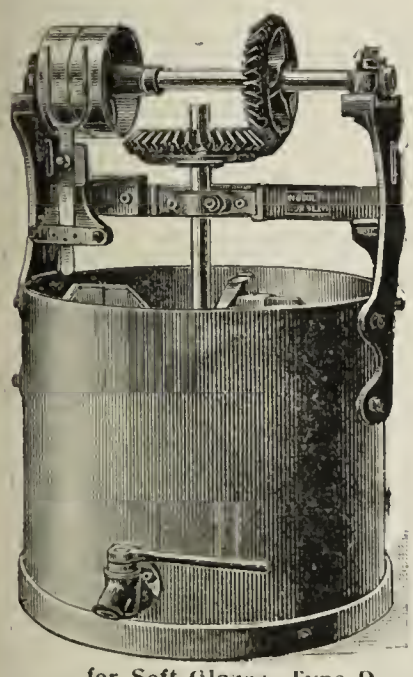


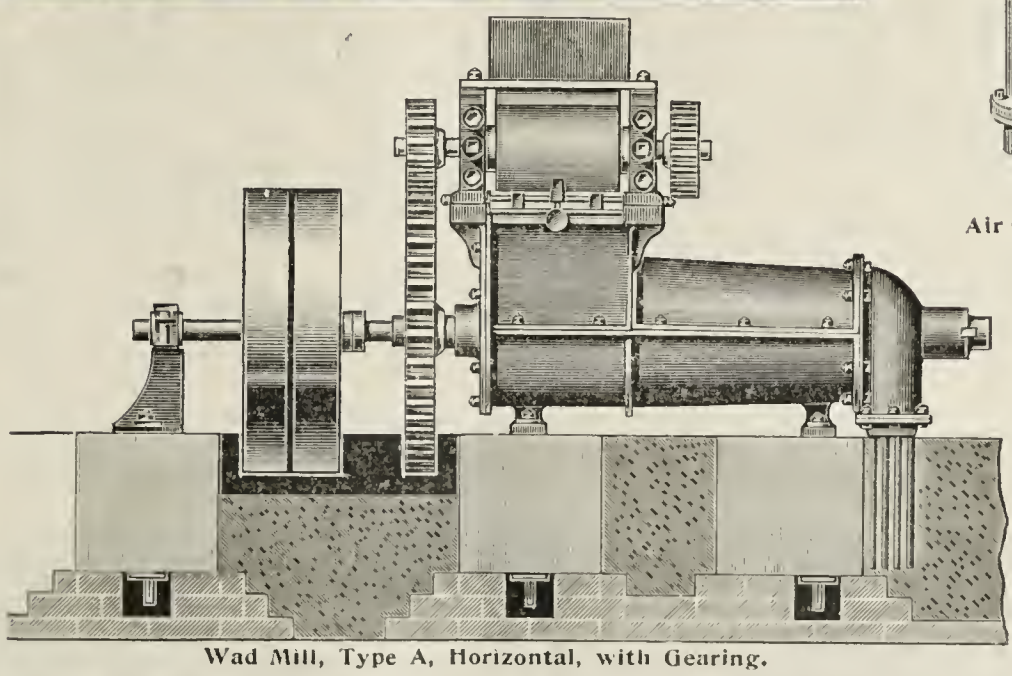
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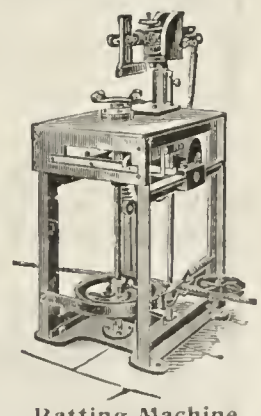
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Editorial Notes.

LEAD POISONING IN THE POTTERY TRADE.

IT is very satisfactory to find, from the official returns recently published, that there has been a considerable reduction in the number of cases of lead poisoning reported in our industries. During the year 1905 the number of cases reported in all industries was 592, as compared with 597 in 1904, and with 863 in 1901. The total number of deaths from lead poisoning in all industries in 1905 was 23, as compared with 26 deaths in 1904, and 34 deaths in 1901. The china and earthenware trades are responsible for 84 reported cases in 1905, as compared with 106 cases in 1904, and 106 cases reported in 1901. Lead poisoning caused 3 deaths in our trades in 1905, 4 deaths in 1904, and 5 deaths in 1901. Of the 90 females reported as suffering from lead last year, 48 were employed in the china and earthenware trades. There were no fatal cases of lead poisoning among females in 1905. Taking the period covered by the return. 1901—1905, the ratio of deaths in which lead poisoning was entered as directly or indirectly the cause to the total number of cases, was highest in the glass-cutting and polishing industry, in which the aggregate number of cases in the five years was 26, and of deaths 5, or 19.2 per cent. The number of cases reported in the china and earthenware trades during the month of March was 5, and so far there has not been any death from lead poisoning in our trades this year. These figures show a distinct improvement over previous years, and it is hoped that by continued vigilance on the part of employers and by the exercise of increased care on the part of employees, a further decrease may be secured. It is significant that while there were no deaths from lead poisoning in the pottery trades during the first three months of this year, the number of deaths directly or indirectly attributed to this cause in all trades rose from 4 in the first three months of 1905, to 13 in the first three months of this year.

BANKRUPTCY REFORM.

THE industrial and commercial world will read with satisfaction the announcement that the President of the Board of Trade has appointed a committee to inquire into the Bankruptcy Laws in force in the United Kingdom. The way in which those laws have been brought into contempt by the practices of dishonest people have long been a scandal and a disgrace. To mention only one of the many complaints made by the commercial world, it is not creditable to our Legislature that an undischarged bankrupt should be living in affluence and luxury, while some of his creditors are obliged to practise the most rigid economy in order to pay their way. The appointment of the committee is the first step towards the amendment of a law which in effect protects the unscrupulous debtor at the expense of his honest and struggling creditors. The committee will inquire into the effect of the existing laws relating to bankruptcy and deeds of arrangement and composition by insolvent debtors, and also as to the means to be taken for the prevention and punishment of fraud by debtors upon creditors. The committee will report as to the desirability of amending the provisions of the law as it relates (1) To the investigation of a bankrupt's conduct and to the realisation of his estate; (2) to the position of

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debtors and married women; (3) to the right of a bankrupt to his discharge and of a bankrupt solicitor to the renewal of his practising certificate; and (4) to the rights of trustees against persons who have honestly dealt with bankrupts and against persons claiming under settlements. Of course, no one wishes to see honest debtors, overtaken by misfortune, too harshly dealt with. The committee may be trusted to protect these victims while safeguarding the just claims of creditors. But we think they may also be trusted to inquire thoroughly into the law as it affects the position of debtors and married women. It is no secret that the appointment of the committee is due to the united action of certain trade associations. The committee includes one of the official referees (who is chairman), a member of the Law Society, members of a trade protection society, of the Associated Chambers of Commerce, the Institute of Chartered Accountants, the Commercial Travellers' Association; Mr. John Smith, C.B., the late Inspector-General in Bankruptcy, and Mr. John Barker, M.P., of the firm of John Barker & Co. Mr. Barker seems to be the only unofficial member of the committee. We should have preferred to see two or three active business men in addition to the gentlemen named, at the same time we believe that the committee, as constituted, will be able to formulate some useful suggestions.

THE NEW TRADE MARKS ACT.

THE "Act to consolidate and amend the law relating to Trade Marks," which was passed on August 11 last, came into operation on April 1. This Act repeals certain sections in "The Patents, Designs, and Trade Marks Acts" of 1883 and 1888. The feature of the new Act which will commend itself strongly to the users of trade marks is that it removes much of the ambiguity pertaining to the old Acts as to what will be accepted by the authorities as a "distinctive mark." While giving the officials full credit for a desire to act impartially, it has been remarked that some of their decisions on this point have appeared to be capricious. No doubt difficulties have been created in their minds, as in the minds of the public, by the expressions "fancy words or words not in common use," and "a distinctive device, mark, brand, heading, label, or ticket," which occur in the old Acts. These expressions are now repealed. Section 9 contains a perfectly intelligible definition of "registrable trade marks," and clearly states what will be accepted as a "distinctive mark." One paragraph of this section 9 says: "Distinctive" shall mean "adopted to distinguish the goods of the proprietor of the trade mark from those of other persons," and another paragraph says: "In determining whether a trade mark is so adapted, the tribunal (that is to say, the Board of Trade, or the Court, as the case may be) may, in the case of a trade mark in actual use, take into consideration the extent to which such user has rendered it distinctive for the goods with respect to which it is registered, or proposed to be registered." The last paragraph virtually says the tribunal may be guided by past experience and facts in deciding whether a word is "adapted to distinguish" or not. The Act also provides (Section 10) that a trade mark "may be limited in whole or in part to one or more specific colours." There are many marks already in use which by usage have become valuable, but in respect of which registration has not been applied for, because of the uncertainty attending the interpretation of the old Acts. We cannot spare space to refer to other provisions of the new Act, but users of trade marks will find much in it to interest them, with the advantage that fewer technicalities are made use of than are usually found in Acts relating to trade. We must, however, point out one other important section which is worth special mention. The Act expressly prohibits the use of the Royal Arms (or arms so closely resembling the same as to be calculated to deceive) in connection with any trade, business, calling, or profession, without the authority of His Majesty or a member of the Royal Family.

"SCIENTIFIC" TRAVELLING.

GOOD and efficient representation is rapidly becoming a science. As a man of business, for alertness, briskness, and general "all there" character, the man on the road in his best aspects has often been in his way a real genius. There are not a few firms in the pottery and glass trades who owe much in the building up of their business to the able travellers who have represented them. Being on the road means much more than merely presenting a business card and opening an order book. Whether the new generation coming along will make travellers as good as, or better than, those who have gone before remains to be seen. It is not by any means an uncommon experience in these days, whether it be in the pottery and allied trades or other industries, that the youth and young man is found to prefer the kid-glove section of work rather than the section which is far more likely to do better for him and better for his firm. Taking off his coat, metaphorically, and buckling to, even if the prospects of making a position are good, is not exactly what the average young man loves in his business soul. And yet these are the departments which produce revenue for his firm and also for himself. The spending departments of all businesses go on by leaps and bounds, and firms in all branches of the trade are straining their thought and spending effort in trying to discover the men who have in them enough grit, nous, and dogged perseverance to make a traveller. Why more young men do not turn their earnest attention and practical training in this money-making direction is a mystery. The pottery trade would receive such a man with open arms, but there must be more in the aspirant than a mere desire to travel. The man who will work on scientific lines, and by this we mean the man who will carefully study his customer and how best he may be reached and influenced, and all that appertains thereto, will far sooner make for himself a future than he is likely to do in a spending department. The maintaining or unmaking of many a firm's business is in the hands of its travellers. The wish may be expressed for numerous additions to the type of traveller who is neither a prig nor a faddist, who has due regard to truth and to his own character, who likes the road, and feels that of many of his customers he will make, as time goes along, business friends worth knowing and cultivating. There is ample scope in the pottery and other trades for these men, and there cannot be too many of them.

Testing Pottery by Touch and Smell.—In the general overhauling which the Metropolitan Museum of New York underwent through its change in management, the Japanese pottery exhibits received their fair share of attention. Professor Morse thoroughly, but rapidly, tested the catalogue identification of every piece. It is reported that in most cases the touch of his fingers tells him what he wants to know about the date of any vessel. Sometimes the sense of smell comes to his aid, as in the case of certain forgeries, whose beautiful deep tone has been produced by boiling in oil.

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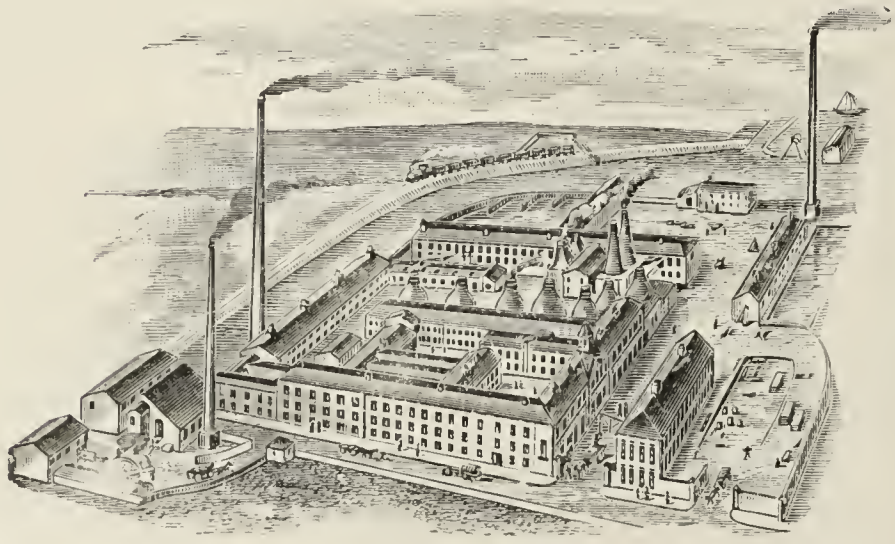
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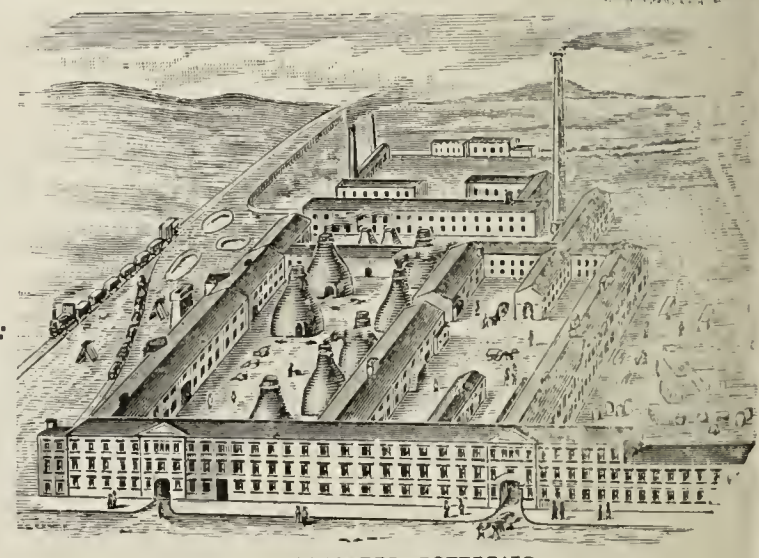
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RAILWAY CLASSIFICATION CHARGES.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—We write to call attention to the account, given in your April issue (page 461), of the China and Glass Dealers' Association meeting held at Leeds on March 1. We think that an error has been made in reporting the letter read from a member to effect that the carriage from London to Wakefield of earthenware packed in crates or casks at company's risk is 29s. 2d. per ton, and for china packed and consigned in a similar way 38s. 10d. The railway classification scale for carriage of either earthenware or china in crates or casks at company's risk between all stations in Great Britain and Ireland is the same, namely, 2nd class rate, and applies to the commonest description of earthenware produced at any factory in the country and the finest and most elaborately decorated Minton, Crown Derby or Worcester china. From this we gather that the carriage at 29s. 2d. per ton of a package to Wakefield weighing 3 cwt., and containing china and earthenware, though not worth more than £2 5s., would be 4s. 10d., whilst one of 1 cwt. with contents £9 would only be 2s.

The liability of the carrier for breakage in transit is therefore four times greater in the second than in the first instance, although the carriage charges on the value of the consignment is less that $1\frac{1}{4}$ per cent., compared with over 10 per cent. It may be of interest to your readers to know the result of a long tussle that we have had with a railway company respecting a claim for breakage of goods in a crate containing earthenware value £12 10s. The carriers declined all responsibility after demanding and being shown the invoice of the goods, as the contents of the package exceeded £10 and was not insured. We contended that the Carriers Act, under which they claimed protection, applied to glass and china, but not to earthenware After a considerable amount of correspondence passing without result, proceedings for recovery of the amount in the County Court on the grounds before mentioned were threatened. This proved successful, and the claim was paid. We have learned privately that all previous claims of a similar kind have been refused, and that this is the only one ever paid by the company for damage to earthenware in transit when the consignment has exceeded £10 in value. It is not very often that a crate or cask of earthenware amounts to £10, but this information will no doubt be well worth remembering by your subscribers if such circumstances should arise. We are informed that the rate for flint glass is 3rd class rate at company's risk packed in crates, casks, hampers or boxes; that a special reduced rate is applicable if consigned at owner's risk; and railway companies are not responsible for breakage in transit of consignments of more than £10 value unless insured. If insurance is to be effected the railway company should be informed and a fee of 6d. paid, which will cover damage up to £25. For this 6d. the carriers may appoint one of their staff to inspect each piece of ware to be packed, and watch the process of packing, even should this occupy a whole day. Singular to state, when insurance is effected owner's risk rates have to be charged when such are in existence; and they do exist with regard to fourteen descriptions of glass. Let us suppose a consignment of glass to weigh 3 cwt., on which the carriage would be 45s. per ton, or 7s. 5d. company risk rate. When insured the rate would be 38s. 4d. per ton, or 6s. 4d.; so that adding to this the 6d. paid for insurance, the sender saves 7d. on the transaction after paying for the carriage and insurance. That earthenware by passenger train is carried at ordinary parcel rates is worth noting by dealers if they are not already acquainted with the fact. Also by passenger train, glass, china, and porcelain are only carried at company's risk at an increased charge for carriage of 50 per cent. and at owner's risk at 25 per cent. China packed in crates and hampers will not be insured, but when consignments (so packed) exceeding the value of £10 are not consigned at "owner's risk" the company's risk rate will be charged, the company taking the risk and accepting the difference in rate in lieu of insurance. Parian in the railway company's classification is chargeable as earthenware, although it has a transparent body and is quite dissimilar in appearance and substance.

We have experienced very great difficulty in obtaining claims for breakage to brown ware from the Chesterfield district, and there appears to be much reluctancy on the part of the railway companies to accept consignments at company's risk. We cannot really understand why this should be when consignee is willing to pay the extra rate. If the crates are full faced then the carriers may decline to carry at other than owner's risk, but whereas in some cases it may be of advantage to have full-faced crates packed and consigned at owner's risk rate there are times when it is not so, and the slight extra cost of carriage at company's risk would prove a good investment. We have an invoice now before us, total £3 8s. 7d., including crate, straw, and 5 per cent. advance. After paying carriage from Chesterfield 8s. 9d., cost of returning crate 10d., making allowance for credit given for crate on return 4s., we find that the cost attending delivery of the brown ware, value £2 17s. $7\frac{1}{2}$d. to destination 17s. $3\frac{1}{2}$d., or more than $33\frac{1}{3}$ per cent., equal to one-third extra to cost of the goods in Chesterfield. In the package, breakage 8s. was found, to which must be added 2s. 8d. cost of delivery, total 10s. 8d. On claiming from carriers they plead that the goods were accepted at owner's risk and no claim will be entertained; so that to expense already incurred of $33\frac{1}{3}$ per cent. must be added another 15 per cent., or roughly 50 per cent. in all to cost of the goods before onefathing profit can be put on. It behoves every china dealer to give most clear instructions when ordering goods from the Chesterfield district, if he wishes them to be sent at company's risk, to insist upon it, and thus provide against such a loss. We feel sure that if all dealers will make a firm stand on this point, the usual stereotyped reply from the carriers as to non-liability will soon become a thing of the past. The question of railway rates in face of foreign competition and free delivery of goods from abroad is one of the greatest importance not only to the dealer, but to the manufacturer, and is a subject well worth the serious consideration of both. We shall be pleased to see in your columns a discussion on anomalous railway charges, and hope some good purpose will be served.—Yours, &c.

X. PERIENCE.

CANADIAN CUSTOMS DUTY ON POTTERY.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—In your April issue, just to hand, I notice some notes regarding the duty on table and toilet ware paid on English earthenware by Canadians. Toilet ware is 30 per cent. less one-third, or 20 per cent. net; table ware is 15 per cent. net, or one-half off gross duty, but it is now scheduled at 15 per cent. net on tariff.—Yours, &c.,

Windsor, Nova Scotia, C. P. SHAW.
April 16, 1906.

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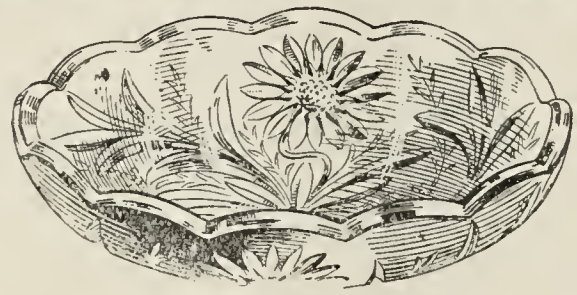
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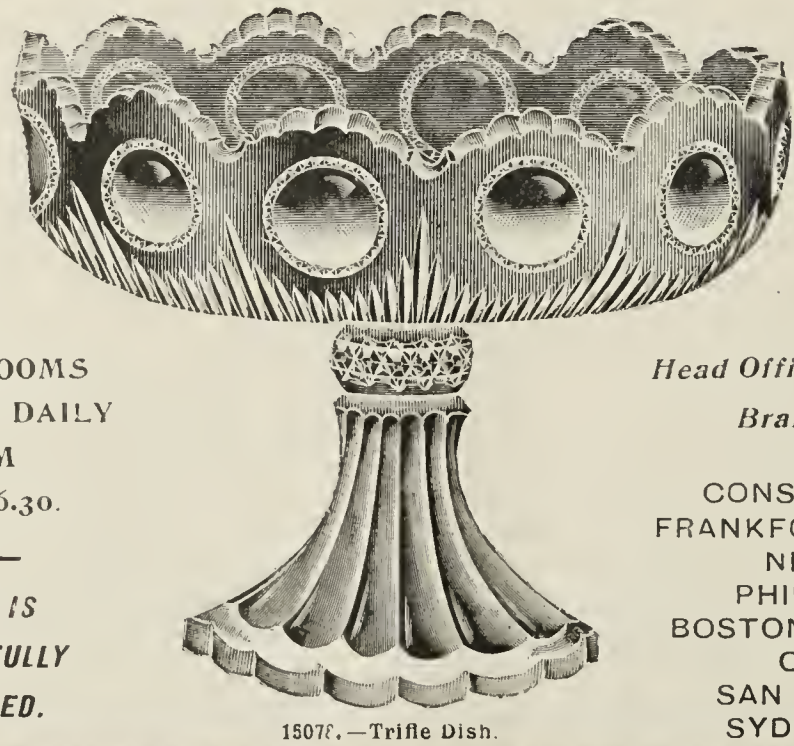


Crystal Rock Oval Dish, 8", 9', 10'.

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16062.—Vase.
8, 12' 16'.

COMPETITION IN THE U.S. POTTERY MARKET.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—I notice in your March issue an article entitled "Competition in the United States Pottery Market," which, I think, in the interest of all the exporting manufacturers in Europe, should not pass without correction. The information given you must be greatly erroneous as to the law and working governing the United States Customs. In result, your article must be considered as an attack upon a house of undoubted repute and respectability in the United States, as well as other importers, and upon a great many respectable manufacturers in Germany and Holland who are beyond doing anything in the the way of supplying false invoices. The facts are that the United States Customs law is, from the point of view of jurisprudence, in a very unsatisfactory condition. It states that the goods should be invoiced at market value, and the decision of the Appraisers has been that this means that the goods must be entered at such prices as they are sold in the home market. An importer buys a certain quantity, and in many cases very large quantities of goods. Manufacturers in this trade doing a large business to the United States know very well that orders given by large houses in the United States are for very large quantities, and are in most cases supplied cheaper than similar goods would be for the home trade where no house is able to buy those quantities. How can it be expected that an American house who purchases goods in the European market can know the prices at which the same manufacturer would sell to a home trade house? When information is got by the Appraisers that certain articles are sold in the home trade at a certain higher price, the goods on entry are raised; and here is the injustice of the law, that for every 1 per cent. the goods are raised there is a fine inflicted automatically of 1 per cent., as you state, and no proof that the purchase is a legitimate one, and no testimony on the part of the manufacturer that these are the proper prices which he receives and that he gets a fair profit by these transactions, are of any avail when it comes to a re-appraisement. For some years past the American Manufacturers' Association have, as you correctly state, made complaints to the United States Custom House that goods are undervalued by many Continental manufacturers, and the state of the law has been used as a lever for thus making imports more difficult, and many goods have been raised and importers have been fined for what are perfectly legitimate purchases. In the French dinner ware trade there has been made a positive scale by the United States Custom House under which nothing can be imported, and whatever a manufacturer may be able to do in selling goods below this price at a good profit, the goods are raised when they come to the Custom House at his price, and the importer is fined. If such actions are endorsed by the trade paper of the Potteries it can only lead to British manufacturers being treated in the same manner, for the United States manufacturers find more competition amongst British earthenware manufacturers than amongst German or French china manufacturers. The important trade to the United States is done in the Potteries by comparatively very few houses, who are known to everybody. You only need to inquire from them whether their prices for their large United States orders are not considerably below any such orders they can take in the home trade, and whether they would consider it just if their goods were treated in a similar manner on arrival, and what injury it must do to that trade if such actions would be considered correct. You say, "British manufacturers were never implicated in this, though the matter has been suggested to some by American importers." I cannot believe that any American importer of any standing has ever suggested such a thing to one of our manufacturers.

As to the question of this action having any material effect upon the largely growing German trade and a beneficial effect upon the trade of Longton, the sooner British manufacturers are alive to the actual course of the large growth of the German pottery the better it must be for our trade here. The growth of the German potting trade is entirely due to the manufacture of feldspar china, which has many facilities: the materials are considerably cheaper than even those of English earthenware, the glaze is out of proportion less, and, as compared with English china, the materials and glaze combined are about one-third of the cost. The firing comes considerably cheaper. The moulds in Germany are practically one-quarter of the cost, and this is all apart from the cheaper labour. Many articles can be manufactured in feldspar china cheaper than they can in earthenware, and if England wants to keep a great part of this trade for the future there is only one way, and that is by establishing feldspar china potteries here, with up-to-date methods; but to endorse the action of the United States Potters' Association, and by this means to get inconvenient competition out of the way, is a method which will only recoil upon themselves.—Yours, &c.,

London, April 24. AN EXPORTER.

[We gladly insert this communication. We must, however, point out that we distinctly based our comments upon the "Report of the Board of United States Appraisers" as given in an American journal. If, therefore, there is any appearance of an attack upon anyone, it is not ours. We simply quoted it, and gave the source of our information.—EDS. P.G.]

ANSWERS TO CORRESPONDENTS.

A Subscriber.—We will give the matter early attention.

F. T.—We thank you for the suggestion, but at present the subject cannot be discussed.

C. & A.—We have sent you the names of firms supplying the nearest to what you ask for. Write to them for particulars.

Original.—You are doubtless correct, but we cannot publish your letter unless you send us your name and address. They need not be published.

J. R. L.—Quantity always affects price. If you could order as extensively as the firm you name, you could obtain the same terms. A discount for cash payment is a regular custom.

A. Z.—China marks are not always reliable. There are not so many forged marks to-day as there were a century ago. You should make yourself acquainted with the Pottery Trade Marks in our "Diary."

Beginner.—You should have a few best quality goods, but in your district you are not likely to sell many. You must find out by experience the class of goods most in demand around you and stock that class principally.

H. N.—You will find the scales for dinner ware, toilet ware, tea ware, and general earthenware in the "Diary." We are writing you as to the meaning of the trade terms you inquire about. If you have not had any experience in the trade, the agent or manufacturer you buy from will give you useful information.

The New Bulgarian Tariff.—The following are the new customs duties according to the latest modifications: —Earthen and china wares of all sorts: (*a*) White or of one colour, with or without reliefs, 4s. 0¾d. per cwt.: (*b*) of two or more colours with or without reliefs, 7s. 3¾d.; (*c*) with gliding or other decoration, 10s. 2d. Porcelain wares: (*a*) Of one colour, without reliefs: Insulators for electric circuits, and articles for chemical laboratories, 4s. 10½d.; other kinds, 6s. 1d.; (*b*) of two or more colours or with reliefs, 10s. 2d.; (*c*) with gilding or otherwise decorated, 12s. 2d.

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Burleigh Dinner Sets.

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BUYERS' NOTES



Royal Crown Derby Porcelain Company, Limited, Derby.—We received the customary announcement that the company's new samples of services and ornamental goods had been sent to their London showrooms, 42, Holborn-viaduct, E.C., and we accepted the accompanying invitation to "favour their agent, Mr. A. H. Folker, with an early visit to inspect them." We had the greater pleasure in doing this because Mr. Folker has just returned from a business tour in the United States and Canada, and we were glad to find him so well and cheery after his long trip. We are sure that all members of our trades who visit this spring show of the Crown Derby Company will share this feeling with us. The artistic card of invitation, beautifully printed, with the Royal Arms embossed in gold in one corner of it, was the true keynote to the splendid display of artistic porcelain Mr. Folker is now making. Early "Crown Derby" has a reputation that is now historical. There was, however, a period when the excellent workmanship and artistic taste upon which that reputation was founded was neglected, but the quality and beauties of the old Derby productions have been revived by the present company, whose enterprise has preserved to the town an artistic industry, the product of which will be known to all time simply as "Crown Derby." Even the word "China" is not needed to describe it. So closely is the name of the town identified with the name of the "company's industry, that it is now synonymous with the name of their ware, which is spoken of as 'Derby.' The company are manufacturers of high-class ornamental goods of all descriptions in fine porcelain, and also of teapots, breakfast, dessert, and dinner services, in china and vitrified crown ware. Novelties in each of these lines are seen in the samples now shown. Looking round the large assortment of purely ornamental ware, it will be seen that the Georgian period furnishes the style for the present day forms and ornamentations. The present partiality for eighteenth century furniture and decorations is fostered by the company's reproductions of their famous ware of that period. In many instances the exact shapes and embellishments are revived; in others, new forms are treated in the old style—light, graceful decorations on light-toned and white grounds. The festoon and wreath schemes, which were so popular in the late eighteenth century, are in existence to-day—particularly the floral festoon primrose ground. There is, however, one feature about the show of "Crown Derby" to-day that differs materially from that of the period referred to. The company are showing their high-class ornamentations on their own superlative body, at popular prices. They are, furthermore, bringing them within the range of buyers of moderate means, by producing a great number of small miscellaneous pieces which can be supplied from stock in London. Dealers who stock fancy lines are thus able to select a nice variety of inexpensive, yet high-class porcelain, both ornamental and useful, and have them delivered at once. The miniatures shown are too numerous to mention; they are in rich Crown Derby colours, and with or without gold. The useful side of pottery is well represented in tea, breakfast, and dessert ware. The company are supplying a number of dessert plates, apart from complete sets. These are very pretty, and will be useful for presents in a general dealer's stock. There is, as usual, a brilliant show of the remarkable Japan patterns, for which the works have so long been famous. These are striking combinations of colour and gold. Speaking of art forms, the figures of the best days of old Derby cannot be surpassed for fineness of modelling and beauty of finish, but it is, perhaps, not too much to say that they are equalled by the company's productions to-day.

The Thornaby Pottery Company, Ltd., Thornaby-on-Tees, are also represented in London by Messrs. R. Green & Sons, 13, Bartlett's-buildings, Holborn-circus, E.C. They are manufacturers of all kinds of general earthenware of a useful character, including C.C., banded and pheasant ware. They also make brown Sunderland ware and cane bakers. Their special lines are cottage pheasant ware, toilet ware, tea ware, and jugs, and samples of many shapes and decorations in each of these are always to be seen at Messrs. Green's rooms. A very good line shown is a fluted pattern in dinner and tea ware. The company can arrange cheap rates by rail or steamer to London for crates. They also pack trucks (two or three tons) containing an assortment of flat ware, hollow ware, and Sunderland ware at specially low rates, a most convenient and economical way of ordering for dealers who can do with the quantity. Established eighty years ago, the company have acquired a wide reputation for the particular class of ware they manufacture.

Soho Pottery, Ltd., Tunstall, are manufacturers of dinner, tea, and toilet ware in fine semi-porcelain for the home trade and for export. Their London representatives are



SOHO POTTERY, LIMITED, TUNSTALL.

Messrs. Richard Green & Sons, 13, Bartlett's-buildings, Holborn-circus, E.C., whose show-rooms are always open. Just now there is a large assortment of the company's samples displayed in Messrs. Green's rooms. There is always a good selection to choose from, and the new and

up-to-date samples now on view are useful additions. The company keep up to the times both in the shapes and the decoration of their goods. This is not always an easy matter, considering the tendency of the public taste to constant variety. Amongst several novelties in toilet services one of the best is the "National" shape, of which we give an illustration. The ewer is tall and graceful, with the straight body now so popular. The basin is large, deep and round. The "National" shape is variously decorated, the one illustrated has the "Apsley" pattern, a very neat printed design full of detail. It is supplied in flow blue, blue green, Kito green, flow Canton, and other colours. The other illustration is of a new tea service—a cup and saucer and plate, "Chelsea" shape, "Devon" pattern. It is

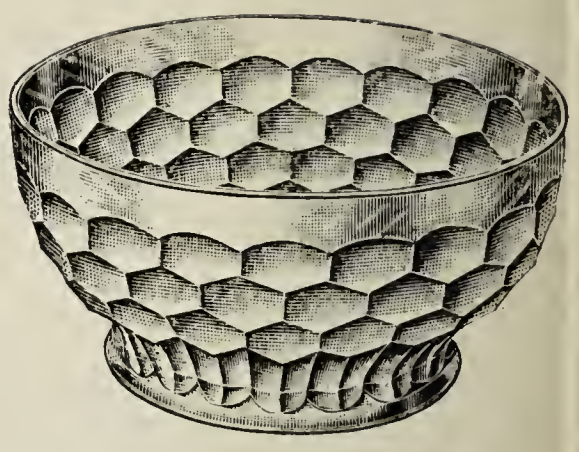


SOHO POTTERY, LIMITED, TUNSTALL.

a prettily printed border pattern of conventional character. It can be had either in peacock green, emerald green, dark blue, and pink. The company show some excellent samples of dinner ware. One of the new sets is called the "Fiscal" pattern. The vegetable dish is a deep oblong, with sunk lid. It is ornamented with several neat printed patterns in flow Canton, Worcester blue, and blue green. The company make some good lines in jugs in many useful shapes, and in new and pleasing styles of decoration. Decoration is a great feature with them, and they have a number of attractive patterns which are applied uniformly to all table ware. Samples are shown of all the usual miscellaneous pieces in various decorations.

Richard Green & Sons, 13, Bartlett's-buildings, Holborn-circus, London E.C., are importers, factors, and manufacturers' agents. They give special attention to Continental table glass, which they are able to supply at short notice. An interesting variety of samples may always be seen at their rooms, while particulars of the variously assorted packages enable buyers to order convenient quantities. Messrs. Green & Sons afford facilities for dealers who cannot stock large quantities of any one article to buy small quantities of several articles, which all come in one package. For instance, for the coming season they supply a case assorted as follows: One dozen each of three sizes of rose bowl No. 19, half green and half crystal; two dozen each of three sizes of vase No. 20, crystal; and two dozen each of three sizes of vase No. 21, cut crystal. This is a very useful assortment for dealers who want to have as great a variety as possible. There are several other assorted cases, particulars of contents and patterns of which may be seen at the show-rooms. They show samples of plain cut and etched tumblers in many shapes and all sizes, wines, grogs, ales, jugs, soda tumblers, &c. These are supplied in convenient packages. The firm undertake to supply glass to customers' own patterns. Messrs. Green are showing samples of brilliant pressed glass packed in assorted cases. The cases contain oblong dishes, deep round bowls, deep oval dishes, salad bowls, sugar bowls, and handled sweets. As each case contains twelve dozen in all, it will be seen that there is a useful variety. There are two sizes of each of the dishes and the bowls. The firm are importers of best American pressed glass comports, and samples of these in various patterns are shown at the rooms. They are suitable for use with or without glass shades. Some of the heavy pressed oval and round bowls are in nice clear metal and imitation cut patterns. Messrs. Green & Sons are agents for

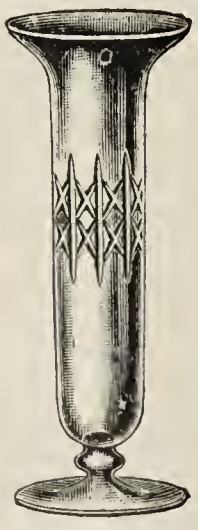




RICHARD GREEN & SONS.







No. 20. No. 19. No. 21.

RICHARD GREEN & SONS.

Mr. Sampson Smith, Longton, and show samples of his numerous specialities in pottery. His productions include figures in china and earthenware, silver lustre, and jet ware. Samples are shown of china tea and breakfast ware in great variety, decorated in underglaze colours, matt and dark blue, &c. Mr. Smith is making a larger variety of tea ware than hitherto, while he continues his numerous earthenware specialities in figures, &c., for chimney ornaments.

Furnivals, Ltd., Cobridge, Staffordshire, are manufacturers of all kinds of earthenware, and always have a full range of samples on show at their London rooms, 32, Ely-place, Holborn, E.C., where they are represented by Mr. John Jenkins. We saw that gentleman at his rooms a few days ago, when he pointed out some new samples that had only recently arrived, and of which he was very justly proud. The company give special attention to toilet and dinner ware, and have on view a large collection of samples in both lines. Amongst several new shapes in toilet sets the one called the "Antique" is one of the best. The "Antique" meets the present demand with a tall ewer of graceful proportions; while in the matter of ornamentation all tastes are provided for—that is to say, all refined tastes. Some persons give the preference to decorations that are unusually showy—not vulgar—but at the same time not exactly refined. Perhaps the decorations on this "Antique" toilet ware are not sufficiently pronounced to meet that demand, but the majority of buyers will find an abundant variety of others to select from. Flora sprays—roses, violets, &c.—are made good use of, while a particularly neat decoration consists of innumerable smal

thistle flowers dotted over the body of the toilet ewer and other pieces. Some very pretty combinations of festoons and scrolls are applied to the same shape. Perhaps the daintiest of all the patterns shown is a combination of floral sprays with a graceful scroll. The scroll itself would have been a neat decoration, but with the pretty sprays entwined in the sweeping scroll the result is much more satisfactory. The "Lichfield" is another very pleasing new decoration applied to toilet ware, and also to dinner sets. The company's productions in dinner ware are as numerous and as interesting as those in toilet ware. A novelty is shown in a number of dinner sets with Japan borders only. Decorations in what is called "Japan" style usually cover the piece, but in this instance it is applied to borders only. In both toilet and dinner ware there are many excellent printed decorations. These and also the enamelled patterns are moderate in price. Some very effective but neat patterns are shown, that have all the appearance of chased gold decorations. They have borders of buff ground, with black key pattern and gold edge. The combination gives a rich and attractive border pattern, with the advantage of being inexpensive. The new forms in both toilet and dinner ware are artistic in design, and are decorated with light, and neat printed and enamelled patterns at moderate prices.

ARE ENGLISH GLASS MAKERS DETERIORATING?

(COMMUNICATED.)

IN writing the communication which appeared in the December issue of the POTTERY GAZETTE I had no idea that it would provoke controversy. Still I am pleased that attention has been drawn to the subject, although misconceptions have arisen in some quarters. The letter from the General Secretary of the Flint Glass Makers' Society is not free from them. I had no intention to create friction between employers and employed. My object was to wake up workers, employers, and trade union officials, to a sense of their duty to their trade and their country. The glass trade has of late had a tendency to improve, yet "men are being asked for and cannot be found to fill suitable situations," says the general secretary of the union. What a confession to make, with an unemployed roll at his command which no other trade in the kingdom can present, in proportion to its numbers.

In his letter in the last issue Mr. Stanley asks: "Where can the workless glass worker qualify for better class goods? Is it in the streets, or the foundry where he is labouring?" He then points out that if deterioration is taking place, it is among the unemployed. This I quite agree with, but what I wanted to ask was has the spirit of emulation died out in the young workmen? If there are no unemployed on the funds capable of doing the better class work (and the secretary said there were not) surely some of the younger men who are working in the factory could do it if the union would relax the laws in reference to promotion. I know the mistakes in the rules (written and unwritten) of the Flint Glass Makers' Society. They are many, but some things might have been altered years ago, if anomalies in connection with the trade had been abolished, and if proper facilities had been afforded to young men to learn the trade of their adoption. Mr. Stanley asks, "If it is not possible to provide work for those workers already in the trade, why create more?" This is one of the conservative ideas of the old trade unionist. "Why develop?" If the trade conditions go on as they have done for the last twelve years, the trade of glass making will soon be extinct. To-day there is more glass used than ever there was, and yet as a trade we are going back. The truth is the older workers do not qualify for the better work required. But it is admitted that there are lots of clever young men in the trade who could, if the restrictions were removed, do a good and fine class of work. But the laws of the union will not let them. No promotion must take place until the unemployed members of the society are off the funds. The fact that the unemployed on the funds cannot do the fine work required is not considered. If a vacancy occurs in a factory there may be a young worker in that factory who is specially suited to fill it, yet the unemployed roll of the union must be consulted first. However much he might wish it, there is no employer, whose works are recognised by the society, who can promote a young man of his choice against the wishes of the society. An employer of society men has never had his choice, unless it happens to coincide with the views of the officials of the society. I ask Mr. Stanley is it not a fact that many times when an employer has wanted a man for some particular work, and has had one in his employ fully competent to do it, he has been compelled to take anyone who happened to be out of work and "on the funds of the society," whether he was competent or not? This was because the society objected to the competent man already employed being promoted. Will the general secretary of the society tell us how many promotions have taken place during the last few years?

In the last issue of the flint glass makers quarterly report, the general secretary says:—

> "There is no industry in the country that requires, and at the same time has such opportunities to develop and expand as we have, and we hold that our position as a trade demands common action by both employers and men to bring about a more prosperous condition."

Now, supposing some capitalist, seeing that the glass trade is improving, made up his mind to re-build and re start some of the works lying idle, and to employ them in producing the best crystal glass, and supposing he applied for fifty best workmen to produce it, I would like to ask, "How many could be supplied from the unemployed roll of the society?" I venture to say that not half that number could be found.

The general secretary may well say that "common action is demanded by both employers and men." Why does not the society promote it? How can the trade develop, when it is proved beyond doubt that the society sets up its back against developing the young blood in the trade, and seems determined to stand still—which in these days really means to go back. Well may we ask, "What is the canker which is eating out the heart of the industry?" We have, I am afraid, let other nations get ahead of us—not in beauty and design, but in the production of competent workmen and in the methods of producing goods. I do not lay all the blame on the workers, nor on the society for p st errors. There have been errors all round. Let us get out of the old ruts. Let the various sections of the industry get together—discuss, arbitrate, conciliate, educate, and above all, push forward the most capable. Unless the trade "gets a move on," the talented young men will continue to leave us, as they have been doing, and our glorious old trade will be wiped out.

Coloured Tiles play a prominent part in the new Baker-street to Waterloo Tube Railway in London. The station walls are covered with smooth glazed tiles of neat appearance, a different colour being used for each station.

F

RETIREMENT OF MR. T. G. BOOTH.

IT will be remembered that about two years ago Mr. T. G. Booth, who had been for so many years associated with the earthenware business at Tunstall carried on under his name, retired from the management of the works, though he has remained chairman of the company, "Booths, Ltd." which now carries on the business. At the time of Mr. Booth's retirement there was a unanimous feeling among the officials and employees of the company that some formal recognition of his long and pleasant connection with them should be made. There were reasons, however, for deferring the presentation it was decided to present to Mr. Booth. Recently it has been found convenient to give formal expression to the feeling of respect and esteem entertained for the chairman of the company by all in any way connected with it. It was decided to present Mr. Booth with a silver centre-piece and a beautifully illuminated address in a silver casket. The presentation was made quietly on April 4 by Mr. C. E. Green, of London.

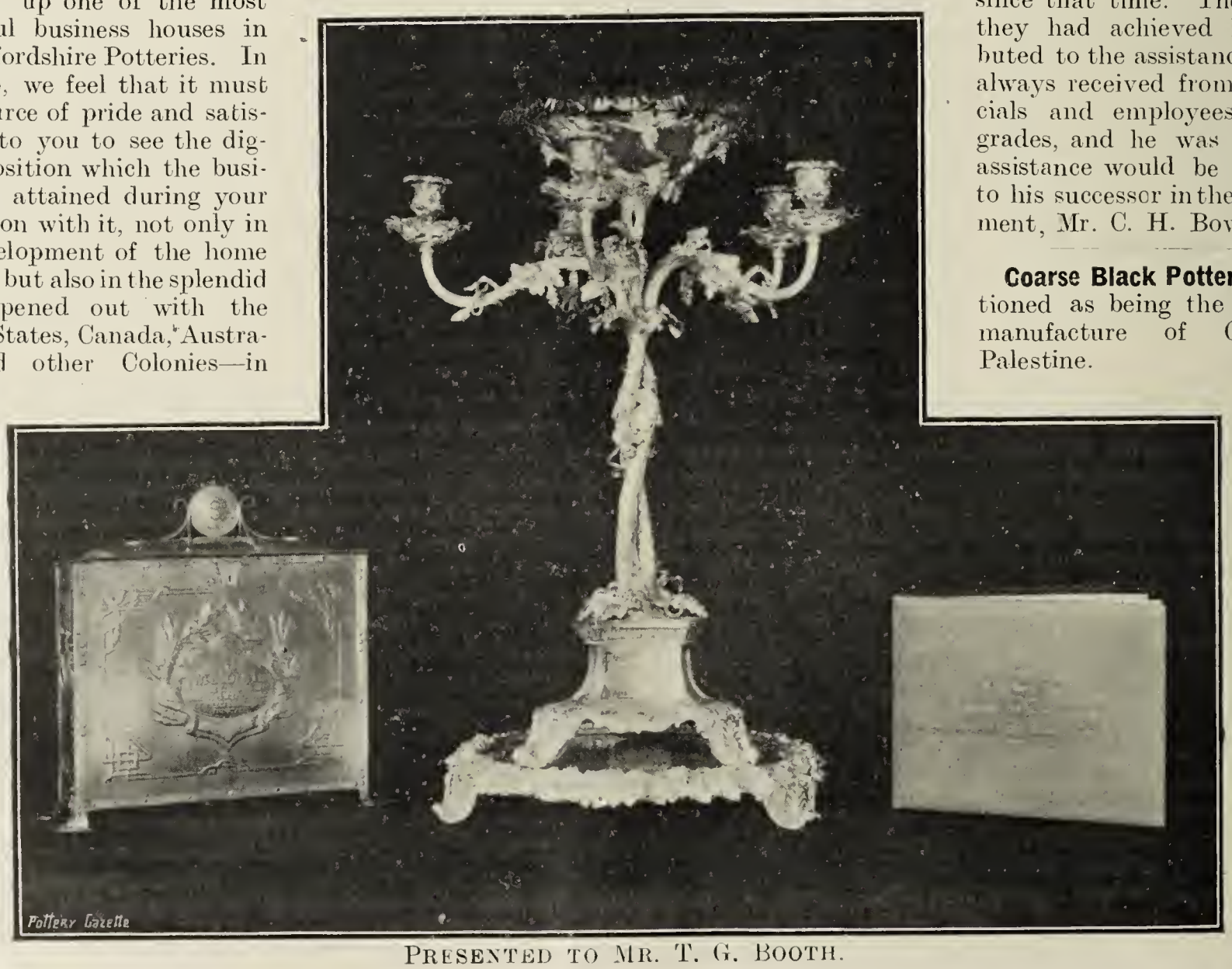
The following is the text of the address :—"We, the undersigned, on behalf of the shareholders, directors, and employees of Booths, Ltd., and also of many of your friends, desire to express to you on the occasion of your retirement from the active management of the company our warmest and most hearty appreciation of the devoted service you have given for many years past in laying the foundation of and building up one of the most successful business houses in the Staffordshire Potteries. In doing so, we feel that it must be a source of pride and satisfaction to you to see the dignified position which the business has attained during your connection with it, not only in the development of the home market, but also in the splendid trade opened out with the United States, Canada, Australia, and other Colonies—in fact, the fame of Booths' Silicon china has become world-wide. We should like to mark our extreme appreciation of the kindly interest you have ever manifested towards us, both in your business and private life, during the whole period it has been the privilege of most of the undersigned to be associated with you. We rejoice that your retirement from the active management will not deprive us of your continued interest in the future, and that from time to time we shall still be honoured by your presence. We sincerely trust that both Mrs. Booth and yourself will be spared for many years to come to enjoy the well-merited rest you have so richly earned, and that the eventide of your life may be both peaceful and happy."



MR. T. G. BOOTH.

The address was numerously signed, and was surrounded by reproductions of many of the firm's most popular patterns, by their trade marks, and by views of some of the departments of their works. Mr. Booth acknowledged the present with expressions of sincere thanks, and alluded with appreciation to the kind way in which Mr. C. E. Green had made the presentation, and also to the expressions of regard used by Mr. T. H. Green towards Mrs. Booth and himself. He thanked the officials and work-people for the great honour conferred upon him and for the kind feeling thus manifested towards himself by all of them. He referred with pleasure to the presentation made to him on the occasion of his marriage thirty-two years ago, and to the remarkable development of the business since that time. The success they had achieved he attributed to the assistance he had always received from the officials and employees of all grades, and he was sure that assistance would be extended to his successor in the management, Mr. C. H. Bowers.

Coarse Black Pottery is mentioned as being the principal manufacture of Gaza, in Palestine.



PRESENTED TO MR. T. G. BOOTH.

AMONGST SUBURBAN DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 456.)

NORTH-WEST LONDON.

THE word "London" has a very much wider significance to-day than it had only a century ago; but if we go back a hundred and fifty years (and that is not a long time in the history of capital cities) we shall find that many places which were then considered "away in the country," are now integral parts of that marvellous aggregation which is spoken of as "London. The places mentioned in my last contribution are linked by continuous streets of houses and shops, with that very limited, but supremely important area, known as the "City of London." When we talk of London now we do not limit ourselves to the City proper, we include that greater London, which, octopus-like, has drawn to itself a score and more localities, which at one time surrounded it at a distance, but are now closely connected with it. For instance, a few weeks ago I went to Muswell Hill for the purposes of these notes. As far as appearances went I was in London throughout the journey, yet Muswell Hill is described as six miles from London. It was selected as the site for the Alexandra Palace because it was in the country, and also because it is very high ground. The latter is its great attraction as a place of residence, and hundreds of what estate agents call "desirable residences," have been built there within the last twenty years, with the natural and necessary result that a number of streets of very fine retail shops have also been added to the neighbourhood. Whatever may be said about the "passing" of the individual china and glass dealer in other districts, I was pleased to find that in this new neighbourhood our trades are well represented by an imposing shop devoted exclusively to them.

Alfred & Co., 2, The Exchange, Muswell Hill, have a window display that would do credit to any retail shop in any district. I should imagine the position is a most excellent one from a business point of view. The shop is double-fronted with a roomy entrance recessed between more than usually lofty windows. The junction of several streets leaves a large open space in front of the shop, which is therefore plainly seen by persons approaching it from several directions. I found the principal busy in the office, and was favoured with a ten minutes' chat with him. While waiting a short time for him I was able to make a general survey of the shop. It is at once wide, deep, and lofty. Indeed, the space which in many, even modern buildings, is occupied by the "first floor," is here thrown into the shop. I have seen shops more expensively fitted, but none more conveniently. A table board runs round the shop, and goods are effectively displayed on neat shelves half way up the walls. The centre of the shop, nearest the door, is occupied by tables, with samples displayed on the flat. It is only towards the rear of the shop that there are stands with goods displayed in tiers. There was ample room for a long and noble looking stand, with goods on each side, to run down the centre of the shop, but the plan adopted presents a much better view of the stock. I found that Messrs. Alfred & Co. have only been established at Muswell Hill about five years, and that they have made the business. Mr. Alfred told me that he had been looking about for a long time without finding premises suitable for a really good shop, in a growing neighbourhood. When he first saw his present premises they were simply a carcass with bare walls. This made it an expensive matter to convert them into a first-class glass and china shop, but there was the great advantage that he was able to equip them with the most modern fittings, exactly in accordance with his own ideas. The result is that the various classes of goods are separated, and are well displayed. Mr. Alfred caters, of course, for all classes, but principally for the occupants of the "desirable residences" I have alluded to; and who want medium and better-class goods. He shows samples of all the best makers of pottery, and glass, both useful and ornamental. It would be invidious to mention names here, but they are made known to customers by the artistic cards placed next the goods. It was quite cheering to hear Mr. Alfred comparing British pottery with foreign. He stocks some foreign, but no more than he can possibly help. He sees no reason why English manufacturers should not produce the fancy lines that foreign houses do so much with. "But you are not a manufacturer, Mr. Alfred," I remarked. "No," said he; "but I know what manufacturers can do. Look at this," he said, as he picked up one from a group of English art vases, neatly decorated, "I have not seen any foreign production to equal this at the price. What we want is a greater variety of them." His trade in foreign pottery—even in trinket sets—is very small. It is different with glass. He admits that the question of price compels a dealer to stock foreign glass. He regrets that English householders are content to use inferior foreign made tumblers and wines; but the majority are influenced solely by the price. He showed me some English glass vases, which are, he says, as low in price as, and better in quality than foreign goods, and wishes he could get English household glass on the same conditions. Mr. Alfred does a large trade in matchings and repairs. He does not look upon this branch of business in the unfavourable light some dealers do. He says he tries to oblige his customers, and I was pleased to hear him say that he finds manufacturers very willing to oblige him. He says he explains to customers that they must wait, and must pay, for matchings, and he has very little unpleasantness over them. He gave me an instance of a manufacturer who supplied him with a matching, although he was not stocking that maker's goods at the time. "But," added Mr. Alfred, "he has had an order since." As an instance of the pains he takes with repairs, he showed me a plaque that was just going to be sent home. It was broken in several pieces, and one piece with part of the coloured design was missing. Mr. Alfred rivetted up the pieces he had, and supplied a piece for the one lost, and painted it to complete the design. He was explaining to his customer that it was not fired and would have to be treated carefully. But as far as appearance was concerned it looked perfect. This is the way to build up, and to maintain a connection.

Mr. William Stevens, glass and china dealer, 76, High-street, Barnet, is an enterprising man. He has quite a row of premises in which he carries on various retail businesses, and his glass and china shop is one of the most attractive of them. Apparently he has added the several branches into which his business is divided at different times. The china business he established about ten years ago, and very wisely devoted a separate shop to it. He takes a general personal supervision over all his departments, but has experienced assistants in each, who thoroughly understand the details of it. In the china shop the stock is of that varied character that is always required in a comparatively small residential district. In order to stock a glass and china shop advantageously a knowledge of the probable necessities of the inhabitants is as essential as an acquaintance with pottery and glass. Those necessities seem to have been studied by Mr. Stevens to a nicety. The eight thousand inhabitants of Barnet include people of all classes, and so Mr. Stevens stocks goods of all grades. Taking his trade as a whole he appears to handle more

of the medium qualities than of the expensive or cheaper varieties. Barnet is curiously situated. It is not so much "in the country" as it was; on the other hand, it is not so much in London as some districts nominally further distant from it. This peculiar situation must affect local retail trade. Some local tradesmen, no doubt benefit from this very circumstance, though a glass and china dealer may not. Until my recent visit I had not been to Barnet for upwards of twenty years. The size of the town itself has not visibly increased, though by the conversion of estates into building plots the number of residents in the immediate district has doubled. I noticed with interest that the one feature about Barnet which was the cause of its popularity a hundred years ago, is contributing to its popularity to-day, I refer to its situation. In the old coaching days it had a wide notoriety as being the first stage out of London. Upwards of one hundred and fifty coaches changed horses there daily. No doubt the number of posting houses then required will account for the number of inns still existing—although that number has been largely reduced. Railway trains, which supplanted the coaches, did not require to pull up at Barnet, and so the business of its posting houses was destroyed, and the town lost much of its notoriety. But the pendulum has swung since then, and the cycles and motor cars which have succeeded but not superseded railways, now make Barnet their place of call, so that some of the features of the old coaching days are revived, and Barnet is again a popular place of resort. Many of the London motoring and cycling clubs make Barnet the end of their club runs; and this fact is announced by the tablets affixed to the various hotels (particularly the famous Red Lion) intimating that the rendezvous of such a club is there. I had left Mr. Stevens before these facts presented themselves to me, so I had no opportunity of asking what the effect of the changing conditions was on his trade. It is, however, not likely that motorists or cyclists will make purchases of pottery or glass while on tour, though doubtless small porcelain mementos will find a sale, and I remember that he had a number of these prominently displayed. The premises occupied by Mr. Stevens are replete with historical incidents, of which he kindly gave me interesting particulars. It would, of course, be out of place to repeat them here. I may, however, mention that part of his premises (not the china shop) has been in the possession of his family for generations. In rebuilding he has retained some old rooms which, it is said, Queen Elizabeth occupied on her journey through Barnet. Probably this is apocryphal, but Queen Elizabeth and Queen Mary stayed at so many places that the former may well have stayed at Barnet. Another interesting fact connected with the china shop is, however, authentic. The shop stands on what was the site of the old Barnet Theatre. It would appear that the old structure was not altogether pulled down, but was converted into business premises. When Mr. Stevens rebuilt the china shop, he retained some of the existing walls, and now, on the second floor, he has, almost intact, the proscenium of the old theatre. In another portion of his premises he has retained an



A Corner of Alexanders' Stores, Brondesbury.

arched entrance with rooms over it, some centuries old. Considering the opportunity he had of pulling the whole down, and erecting a handsome modern building capable of housing all his branches, Mr. Stevens is to be commended for preserving these historical links with the past. There is no appearance that his business to-day suffers therefrom.

Alexanders' Stores, Bank-buildings, High-street, Harlesden, have a very extensive china and glass department. I have frequently remarked that the window of a shop is sometimes no proper criterion of the shop itself. I have never seen such a striking illustration of this as I found at these stores. A large shop window is filled with the miscellaneous goods dealt in. To the left of this window is the entrance to the shop—a long passage, down the side of which is a large glass case filled with an excellent selection of good pottery and glass. If this could be turned round to face the street, there would be as attractive a window display as any one could desire. As it is, the end only of this case (or window) is seen from the street—a very small indication of the really large and varied stock of useful and ornamental china and glass to be found inside. When a customer is once inside the entrance the fine display at the side answers its purpose, but it cannot allure many who are walking past the shop. I had a good look round the china section of the business. The proprietors, Messrs. E. E. Jacob and J. Beales, have their head-quarters at their Brondesbury establishment, of which the Harlesden shop is a branch. The china and glass is of the same character at both places, and as I had an interview with Mr. Jacob at Brondesbury, I need say no more about the stock here. The Harlesden premises are comparatively new, and considerable building seems to be going on in the neighbourhood. The trade done is principally a passing one. It is a busy thoroughfare, and the stores present an attractive appearance.

Mr. G. Boulton, 69, Craven Park-road, Harlesden, has an old established shop standing a little way back from the street. Mr. Boulton stocks glass, china, earthenware, toys and fancy goods. He has a selection of better-class goods, but his trade principally is in medium and cheaper qualities. He also has a much better display inside his shop than would be expected from the appearance of his window. He makes a good show of cheaper qualities outside his shop, but considering the character of his stock I think a more effective window display would be advantageous. I did not see Mr. Boulton himself, and the assistant I saw evidently did not feel at liberty to give me much information. I do not blame her for this. On the contrary, I commend her for her courtesy and discretion. I shall perhaps meet with the proprietor another time.

The Misses F. & E. Haslip, 79, High-road, Willesden Green, N.W., have a high-class glass and china business. The shop has an attractive double front. One window was nicely dressed at the time of my visit, with a well-selected variety of dinner, tea, and toilet ware, and a few fancy goods. The other window was being re-arranged with some new goods that had recently arrived. Miss Haslip was superintending the arrangement of the display, in which suitable presents were to be included. I was told that the contents of both windows are frequently changed, a very desirable practice in any retail business. The situation of the shop is a good one, as far as street traffic is concerned, and it is always advisable to give the public some inducement to pause at a shop window. Those who pass daily are quick to notice novelties in a window, and this makes them more familiar with the shop. The interior of the shop is very conveniently arranged, with a handsome stand in the centre. The end of the stand, the one immediately facing the entrance, contained as a special line a neatly decorated dinner set at a moderate price. It was by a well-known maker, and was certainly good value at the price marked. Miss Haslip says she keeps that prominent position for showing something either very new, or very reasonable, either in dinner, tea, or dessert ware. All grades of goods are stocked—principally those included in what we call good middle-class wares. The average middle-class customer, who does not want to buy the commonest, and who, as a rule, does not care about paying the price of the best, will find ample choice to select from. I understand the business is managed exclusively by the two sisters, one only of whom I saw. The arrangement of the goods indicates that it is due to a woman's taste. The ornamental pieces both in china and glass are nicely shown—I may say temptingly shown. This applies especially to some pretty table decorations that meet the customer's eye immediately she enters the shop. The stock is not a very large one, but it is so well selected and contains such infinite variety that I complimented Miss Haslip upon their ability to buy, and asked if they had had long experience in the trade? I was surprised to find that neither of them had any special knowledge of the china and glass trades until they opened that shop some five years ago, though they had had some previous business experience, but in other lines. Miss Haslip spoke highly of the assistance she and her sister receive from some of the manufacturers' agents from whom they buy. They say they think they are in safe hands now, and so do not feel diffidence in ordering. It was not so at first. They have paid dearly for their early experience in buying. I have heard the same bitter complaint from others, and especially from ladies. It is not creditable to our trade that there should be travellers who induce customers to order unsuitable goods, and unsuitable quantities of even the right goods. Persons who buy stock without a good idea of values, always run some risks, but if they will limit their dealings at first to firms of acknowledged standing (in any trade) they have not much to fear. I am aware that in these days of competition travellers must press for orders, but it is to their own future disadvantage, as well as detrimental to a dealer, to induce him to overstock himself with any one line, on the plea that it is cheap. A retailer's profit is in turning over a moderate stock of one article repeatedly, not in keeping a large stock of it packed away in bins for an indefinite time. The Misses Haslip have a nice business now, and they are able to manage it. Beginners may learn from their experience, that if they are not familiar with the goods they propose to deal in they should only give orders to trustworthy firms. There are plenty of them in all trades.

Everett & Co., china, glass, and household stores, 3 and 4, Gowan Lea Parade, High-road, Willesden Green, have at present a well-situated corner shop. They are, however, on the point of moving to an opposite corner in consequence of some street alterations, necessitated by the tram lines that are to be laid down along the High-road. The present shop has been established about eight or nine years, and it is well adapted for the "household stores" business of the firm. I understand that in the new premises the china and glass business will be in a shop solely devoted to it. The firm are reducing their stock before the alterations, and have their premises placarded with bills announcing the fact. I did not see one of the principals, but shall hope to call round again when they have completed their changes.

The import of decorated earthenware into Baltimore last year amounted to £117,816 more in value than in 1904

Reviews.

The First Century of English Porcelain. By W. Moore Binns, a managing director of Furnivals Limited, Cobridge, Staffs., and late Art Director of the Royal Porcelain Works, Worcester. London: Hurst & Blackett.

VALUABLE treatises on English ceramics have succeeded each other with remarkable rapidity within the last few years. In 1902 we had Mr. William Burton's "History and Description of English Porcelain," which has become classic. Then we had Mr. R. L. Hobson's "Catalogue of English Pottery at the British Museum" (though called a "catalogue" this is really a history in which porcelain figures largely). In 1904 we had "A Brief History of Old English Porcelain," by M. L. Solon; and Mr. Edward Dillon's "Porcelain," published also in 1904, though not confined to English porcelain, includes very much about it. The authoritative literature of English porcelain is now further enriched by the present volume. Lovers of English ceramics generally, collectors of old English china particularly, and experts in porcelain manufacture are sure to compare Mr. Moore Binns' work with the numerous books which have been published on what is rather loosely described as "Old English China," or, more vaguely still, as "Old English Pottery." That Mr. Binns does not fear the comparison is evident from his prefatory note, in which he says:—"In undertaking the authorship of a work dealing with Early English porcelain I have endeavoured to deal with the matter in a manner and from a point of view somewhat differing from recent publications upon the same subject. As a practical potter with artistic inclinations, who has had neither the leisure nor the means to enable him to aspire to the rank of a collector, I have naturally looked more at the practical and technical side of the subject than most writers who have dealt with it historically. In controversial points I have endeavoured to express views as they present themselves to me, without allowing myself to be unduly biassed by the already expressed opinions of others." The spirit which animated the author in writing the book is summed up in the concluding paragraph of his prefatory note, in which he says:—"I venture to express the hope that this work may prove of some value and interest to collectors, and that it may help to spread and diffuse amongst those who are not collectors a knowledge of and an increasing interest in early English porcelain."

The value of an opinion on any subject depends entirely upon the qualification of the person giving it to speak with authority on that particular subject. There cannot be any question as to the qualifications of Mr. Moore Binns to speak about English porcelain, or china, as it is commonly called. They are hereditary and personal. Mr. R. W. Binns, the father of Mr. W. Moore Binns, was for nearly half a century associated with the Worcester Royal Porcelain Works. It was on the invitation of an old acquaintance, Mr. W. H. Kerr, that Mr. R. W. Binns went to Worcester in 1852 as part proprietor of the Porcelain Works, and in 1862 the business was converted into a limited liability company, with him as one of the directors. Under his energetic management the fortunes of the works revived. He engaged new and more capable artists, adopted new methods, and altogether elevated the style of the productions. The company were awarded the Diploma of Honour at the Paris Exhibition in 1878, and Mr. Binns was created Chevalier of the Legion of Honour. He was the author of several literary productions, the most important one being "A Century of Pottery in the City of Worcester."



PLATE 1.—EARLY WORCESTER.

He maintained his connection with the company till 1897 when he retired. He died in 1901 at the age of eighty.

His son, Mr. W. Moore Binns, the author of the present volume, went to the works as a boy with natural artistic tendencies, and was thus from his earliest years in close touch with the practical and technical sides of pottery production. He remained actively interested in the company for a quarter of a century, in the course of which he occupied many important positions in the various departments. For several years he was described as art director of the works, and he filled that post until, in April, 1904, he left the works to take up another appointment. On the occasion of a presentation to him before leaving, Mr. E. P. Evans, the managing director, who presided, said he "felt the loss of one who had been so closely associated with him in business for a number of years, and one on whom he had leaned very heavily for certain duties connected with an important department." It will be gathered from this that the author has had abundant facilities for becoming familiar with the best traditions of artistic pottery production. The result of that familiar acquaintance, coupled with his natural enthusiasm, is seen in the historical and critical account of English porcelain presented in the

present volume. With filial affection the author dedicates the book to the memory of his father, "the late R. W. Binns, F.S.A., whose name must for ever live in the history of English ceramics."

The book is avowedly written for collectors, and it is from their point of view rather than from that of the pro-



PLATE 2.—CHELSEA.

ducing artist or the dealer that the author approaches the subject. It is this difference in standpoint which prevents too close a comparison of this work with those of Mr. Wm. Burton and M. Solon, to which reference has been made. The introductory chapters are clearly written and are exceedingly interesting. The charm of collecting china and pottery is well described as "appealing to so many of our natural susceptibilities; it charms the lover of the beautiful, it delights the student of history, for the history of some nations may almost be read in its pots. The antiquary gloats over treasures in which he can trace the manners, the customs, and the habits of generations ot past ages." The early manufactories of the Celestial Empire six hundred years ago, were carried on for the express benefit of the Emperor and his court. The manufacture of porcelain crept westward, and attained a pinnacle far above that reached by any other handicraft. "Its history has been a royal progress, since from its earliest days it has been fostered under the protecting wing of Royal patronage." Mr. Binns reminds us that "the manufactory at Meissen (Dresden) was founded by Augustus II., King of Poland and Elector of Saxony. That the manufactory at Berlin, after an unsuccessful period, was revived and carried on under the personal protection of Frederick the Great in 1764. That the early Vienna porcelain owed its success to the direct interest of the Empress Maud Theresa and the Emperor Joseph in 1747. That the Capo di Monte was founded by Charles III. in 1736. That in France the St. Cloud manufactory enjoyed the direct patronage of Louis XIV., and that afterwards the celebrated factory at Sèvres had a Royal shareholder in Louis XV."

Mr. Binns does not, as he might well have done, draw attention to the natural corollary to this. What might not British pottery have attained to if it had been similarly subsidised by the State? And what might be the position of British porcelain and pottery manufacturers to-day if their industries were only supported and encouraged by Government instead of being hampered and harassed by regulations and restrictions unheard of in any other country? —But that is another story.

Mr. Binns points out that the fashion of collecting old English porcelain has induced the manufacture of a number of imitations, and gives the collector the much-needed piece of advice that "the mark is the easiest thing to copy." Where the imitator fails to deceive the connoisseur is in



PLATE 3.—SWANSEA.

the matter of paste, glaze, colour, or gilding. The work deals with all the famous English factories from Bow (1744) to Rockingham (1842), and to the closing of the Derby works in 1848. The particular features of each description of porcelain from the various factories are judiciously described. The author points out the differences in the kinds of paste, glaze, and colours which were used

in the several English porcelain manufactories. As an expert in porcelain manufacture he supplies much useful information acquired in his own experience, and he imparts it in a manner that cannot fail to be understood by the amateur collector of English porcelain. There is at the same time much to interest the expert in porcelain production. The beautiful illustrations will appeal to all admirers of artistic decoration. The publishers have a deservedly high reputation for the abundance and excellence of the illustrations they provide for their art publications, but they have surpassed any of their previous efforts with which we are acquainted in the exquisite colour printing in this volume. The reproductions of leaves from old pattern books are interesting as facsimiles of the originals from which the potter artists worked in olden time. In addition to a large number of illustrations of marks introduced in the text, there are seventy-eight plates, some of them showing several separate pieces. The majority of the seventy-eight plates are beautifully printed in colours. These illustrations, aided by the author's lucid text, will enable anyone who has but a slight technical knowledge of porcelain manufacture to appreciate the distinguishing characteristics of the various makes of china. This ability the collector who wishes to be safe from fraudulent marks, should possess to some degree. The greater portion of the work is devoted to descriptions of the special features which are relied upon to distinguish the porcelain manufactured at the various English works during the first century after the manufacture commenced in this country. There are eighteen chapters devoted to as many different works. The writer may be excused for mentioning that in the chapter on Lowestoft Mr. Binns agrees with the remarks he made recently when reviewing Mr. Spelman's work on Lowestoft china. He said : "It may seem like sacrilege to doubt anything Mr. Chaffers has said about china, yet there is reason to believe that he considered a large quantity of ware as made at Lowestoft much of which was really introduced into this country by the East India Company."* Mr. Binns speaks with with great confidence on this point. He says, without hesitation—in answer to the question,. "Of what make is all this armorial, monogrammed, and other china which Mr. Chaffers labours so hard to convince us is Lowestoft ?" —"It is Chinese neither more nor less, not even decorated in England, but made and decorated in China."

Naturally, Mr. Binns has much to say about early Worcester china, the chapter devoted to it consisting of no fewer than fifty pages. There is something quite exceptional in the varied attractions of early Worcester. Mr. Binns says it is only fair "to attribute the place which it occupies in the collector's cabinet to-day, and the extraordinary prices maintained for it in the auction-rooms and in dealers' catalogues, to the consistent merit which distinguishes it from all its contemporaries, and to the marvellous versatility displayed in its designs and decorations." Anyone who has had opportunities of studying "a fine collection of Worcester of the earliest periods, and who has failed to be impressed with the unerring taste, the lavish richness, and the dainty grace displayed in the many forms, the gorgeous gilding, and the soft toned colours, must indeed be wanting in artistic appreciation." Plate 1 illustrates five pieces of "Early Worcester," of what is called the Dr. Wall period, 1751-1783. The forms of these pieces are on pure art lines, and are remarkable for their simple grace and beauty. They are enriched by beautifully painted decorations in rich enamelled colours.

The chapter on Chelsea is full of historical interest. Chelsea china has a reputation that will probably never die, and yet "the manufacture of the dainty figures in interesting eighteenth century costumes—Phyllises and Strephons, flower girls and dancing figures, figures of historic personages, of birds, beasts, and fishes, wonderfully modelled and charmingly coloured ; and, lastly, the manufacture of sumptuous vases in splendid colourings and rich gilding was comprised within the short period of forty years. It is generally agreed (though the actual date is not positively known) that the manufacture of porcelain at Chelsea commenced in 1744, while it is known that the works were finally closed in 1784. "'Chelsea' china appealed to every class—the rich and the man of moderate means, the society lady with essence pots and needle cases, the housewife with dainty wares for the table, the connoisseur with decorative ornaments, charming figures, and interesting models." A very interesting feature of the work is Mr. Binns' account of the merging of "Chelsea" in Derby. Chelsea is no longer the scene of porcelain manufacture, but Chelsea forms, Chelsea decorations, and the more familiar description "Chelsea style" will exist for all time. Though forty years is mentioned as the extreme limit of the existence of the works, the life of pure Chelsea production extends over a period of barely twenty-five years. The factory was sold in 1769, but it was not closed till 1784. The work of the last fifteen years, however, was of a spasmodic nature, many of the best workmen and artists having, no doubt, left and gone to Worcester or Derby. "No English factory produced a greater variety of articles, though perhaps Worcester was more fertile in matters of design." Plate 2 illustrates this variety to a limited extent. There is a bundle of asparagus, a partridge sauce-boat, a dish painted exotic birds, and a Chelsea" rose for a dessert."

At Swansea, as at so many other factories, the manufacture of porcelain was an outcome of the production of earthenware. The history of the potteries of Nantgarn and Swansea is inseparably associated, and Mr. Binns sketches the career of both in very interesting fashion, making clear the influence of two men in the development of porcelain manufacture at Swansea. These were Mr. Dillwyn, the proprietor, and Billingsley the erratic, and, we might say, the peripatetic flower painter. We must limit our remarks on Swansea porcelain to a brief description of the pieces illustrated in Plate 3. Taking them in the order in which they stand, No. 1 is a vase on feet, probably painted by Billingsley in his Derby style, and No. 2 is a cabinet cup finely painted. Both these are marked "Swansea" in red. No. 3 is a cup and stand, but they are not a pair. The cup is marked "Swansea" and "Pellett & Green, London," in red script, and the stand is marked "Swansea" only. No. 4 is a nicely modelled cup vase, probably painted by Billingsley, and marked "Swansea" in red script ; while No. 5 is a vase in the Italian style, charmingly painted, and also marked "Swansea" in red.

If Mr. Moore Binns has caused some heartburnings by his fearless denunciation of cherished "Lowestoft" ware, what shall we say of his exposure of Crown Derby shams? Under the management of the second William Duesbury the productions of the Derby pottery reached a very high state of perfection. Robert Bloor became purchaser of the factory in 1810 under agreement to pay Duesbury a certain amount by instalments. "In their desire to fully maintain the reputation of Crown Derby, the Duesburys allowed nothing but perfect goods to leave the factory. In consequence of this there had accumulated large stocks of undecorated china of a 'seconds' quality. In order to render these stocks saleable, Bloor devised patterns of a 'Japan' character, which, by covering the entire surface of the ware, would hide such defects as were, in the eyes of his predecessors, and with their more tasteful decorations, seriously prejudicial both to quality and reputation. Hence the class of showy but tasteless pat-

* See POTTERY GAZETTE for March, page 340.

terns which now bear the entirely erroneous name of 'Crown Derby,': erroneous, for, as is pointed out by Mr. W. Bemrose, 'the only true "Crown Derby" are those productions of the first Duesbury, which bear as a mark the simple "D" surmounted by the jewelled crown.'" No doubt Bloor found this an easier way to raise money to pay his instalments than by developing the capabilities of the works, but it was disastrous to the reputation of the firm. It is disquieting to collectors and to the possessors of heirlooms to learn that most of what is called "Crown Derby" is merely the discarded waste of the artistic Duesbury smothered by showy Japan patterns by the impecunious Bloor to hide the defects. It is difficult now to obtain a history of English porcelain in its early years that can be accepted as absolutely reliable in all its details, but Mr. Binns has made a commendable effort in that direction. There are some useful appendices, but a bibliography might advantageously have formed the subject of another one. If another edition of this useful historical reference book is called for, a serious omission should be rectified. There is not a single reference on any of the beautiful illustrations to a page of the text referring to them. For instance, we should have liked to read the author's description of the beautiful early Worcester painted decorations in enamel colours illustrated in Plate 1, but if there is any in the text we overlooked it. It is superfluous to say that an art publication of Messrs. Hurst & Blackett is beautifully printed and exquisitely bound, but the cover decoration of coloured roses with gold border is peculiarly suitable to a descriptive work on decorative porcelain.

POTTERY OF THE GEORGIAN ERA.

(SPECIALLY CONTRIBUTED.)

THE trustees of the Whitechapel Art Gallery have organised an interesting exhibition illustrating the Georgian era, as widely as their space and funds will allow. This is the Spring Exhibition for this year. It opened on March 29, and closes on the 9th of the present month, May. The committee aimed at presenting a survey of British art in the 18th century in its many-sided character rather than at representing any one branch of it. Their desire was to arouse rather than to satisfy interest and appreciation in this period of our national art. Seeing that the spirit of the Georgian period is so predominant to-day, the present exhibition illustrating the art of that era is most opportune. The exhibits consist of paintings, sketches, engravings, prints, maps, mezzotints, books, silver plate, pewter, linen, costumes, needlework, furniture, pottery, glass, &c., and a number of interesting relics and curios. There are loans from the South Kensington Museum, and many rare private collections have been generously lent by their owners. Some of them have not before been seen in a public exhibition. Perhaps the most interesting features of the exhibition are the relics, the paintings, and the ladies' costumes. But the pottery exhibits are of more than ordinary interest, and are entitled to mention here.

There is a Chippendale cabinet, lent by Mr. W. H. Spottiswoode, containing a collection of Lowestoft china, lent by Mr. W. W. R. Spelman, whose interesting monograph on Lowestoft ware was reviewed in our March issue. It will be remembered that Mr. Spelman is the owner of the greater portion of the moulds, saggars, and broken china recently discovered on the site of the old works, and which have established the fact, which was before a subject of doubt, that china was really made at Lowestoft. The discovery, however, points to the conclusion that it was made there only in comparatively small quantities. Mr. Spelman gave an interesting lecture on the subject, illustrated by lantern slides, at the Gallery, on April 18.

There is a fine collection of old Staffordshire pottery, lent by Mr. B. T. Harland, appropriately shown in another Chippendale bookcase, lent by Mr. Spottiswoode. While British porcelain of the Georgian era was largely copied from the Chinese and Continental wares, our pottery of the period was essentially British. Among the pieces lent by Mr. Harland are Astbury wares and white salt-glazed teapots, both made in the first half of the 18th century. The salt-glazed ware is very light, and has a rough surface. The teapots are curiously formed as houses, animals, shells, and even ships. Examples of what is called "Whieldon" pottery, the splashed wares, date about the middle of the century. A collection of Bristol china is shown by Mr. Alfred Trapnell. In a large case in the centre of the gallery, amongst other exhibits, there is a terra cotta bust of Pope by Roubillac, with Staffordshire figures lent by Mr. Wilson Steers and some other specimens of pottery. The authorities of the South Kensington Museum have lent a representative selection of old English porcelain of the period illustrated by the exhibition. This includes good specimens of the soft-paste porcelain made at Chelsea, Bow, Derby, Worcester, and other early factories. Another case of pottery from the South Kensington Museum, contains examples of the figures for which Staffordshire potteries were famous. There are humorous groups on the lines of the familiar "Parson and Clerk," and a number of Toby jugs, busts, and figures of the late 18th and early 19th centuries, coloured in the showy style of the period. A case of Wedgwood ware (also from South Kensington) contains vases, plaques, and medallions in the famous jasper ware while the black "basalt" is also well represented. There is a section of a case (C) containing several interesting examples of old Adams ware. A pair of 18th century Adams jasper oviform covered vases, on foot, with designs in relief, representing the seasons. There is also a pair of vases and covers of the same period in solid pale blue Adams jasper with acanthus leafage in white relief and Romanesque border. Both pairs are of the period 1780. They are lent by Mr. Percy Adams. Mr. H. Merton Thoms lends a number of transfer-printed pieces of Worcester, Longton Hall, and Liverpool china. A number of cups, jugs, and mugs are decorated with printed portraits of kings, queens, and heroes of the time. This was a very popular form of china decoration. Most of the transfer-printed pieces shown were made at Worcester from 1756 to 1766. The process was first used in Liverpool, London, and Worcester; and widely extended until it has become a very important branch of decoration in the Potteries. Mr. B. T. Harland, to whose loan collection of Staffordshire Potteries reference has been made, will deliver a lecture on that subject at the Gallery on Wednesday evening, the 9th inst. The lecture, like the exhibition, is free. A useful catalogue of the exhibits is sold for the nominal charge of twopence.

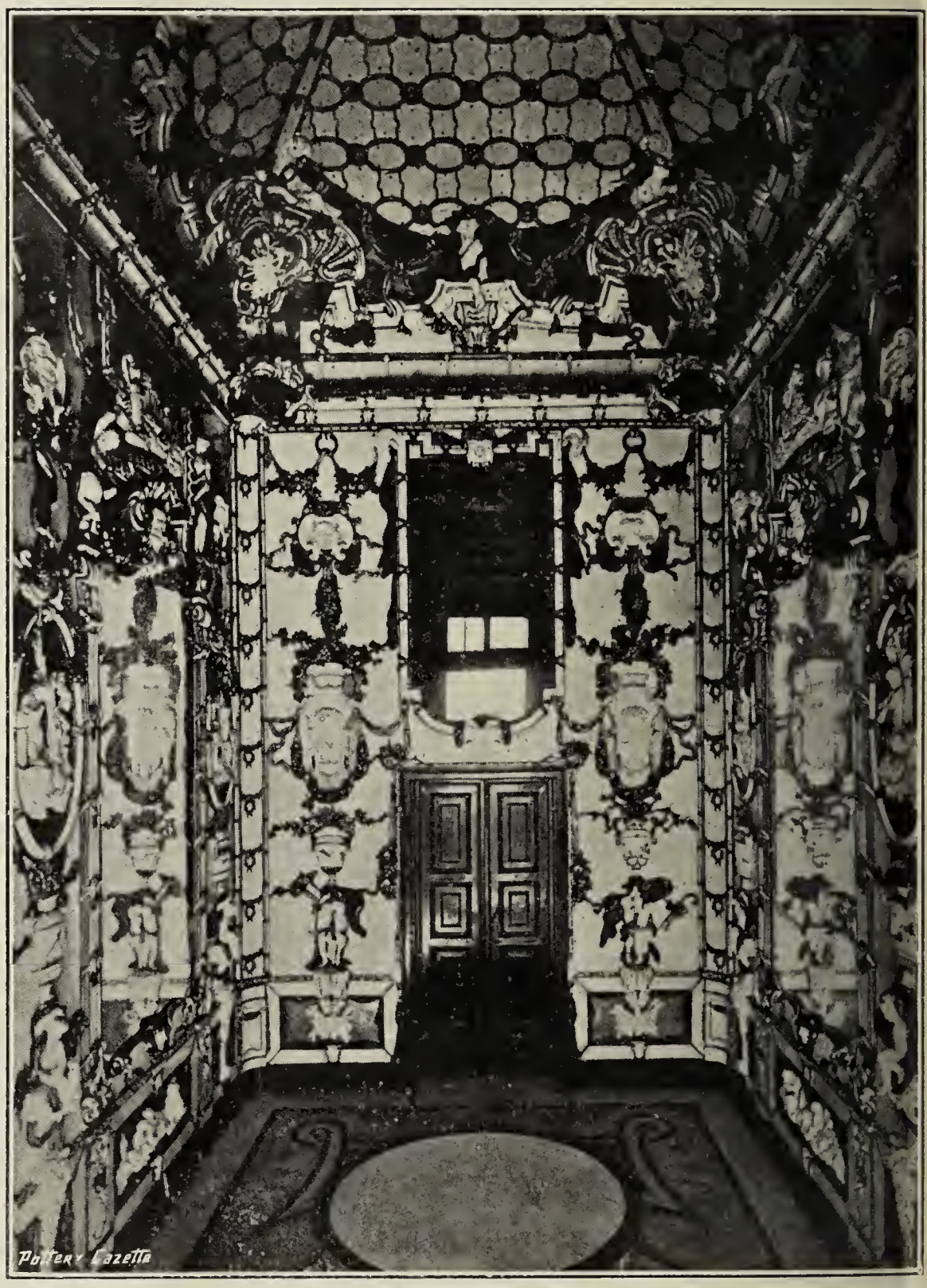
U.S. Glass Exports to Chili.—In 1894 Chili imported glass and glassware from the United States to the amount of $10,000 approximately. In 1904 imports of these lines from the United States amounted to $22,000 approximately. The U.S. exporters are said to be only just beginning to meet with some success in table and ornamental glassware of the cheaper sorts. The principal drawbacks are the prejudice in favour of European shapes, &c., the greater variety of European patterns, and the carelessness of exporters in the matter of packing. Other glass and glassware comes chiefly from Europe, the United States furnishing only insignificant quantities of any sort. The duties on most of these articles vary from 25 to 35 per cent. on a valuation of a little over 4 cents per pound.

CORUNDUM IN CERAMIC BODIES.

ACCORDING to a paper presented to a recent meeting of the German Chemists' Association by Dr. Max Buchner, considerable difficulties have been experienced in the larger chemicals industries in getting crucibles and other vessels capable of withstanding high and varying temperatures without transmitting substances from their own bodies into whatever composition that may be melted in such vessels. In most instances glass and porcelain vessels are out of the question. Metallic vessels are likewise useless, except those of platinum, which is too expensive for use on a large scale. Various clay compositions have been used for this purpose, but while satisfactory in many cases, such vessels cannot be used in a great number of instances. In order to answer the purpose, a ceramic body had to be found which would endure extreme changes of high and low temperatures and without much expansion and contraction, or, if it did expand any, it would do so very evenly, so as not to shatter the vessel or injure the contents therein. A material answering these requirements is provided by nature in corundum. Dr. Goldschmidt has discovered a process by which artificial corundum can be manufactured for chemical apparatus. If corundum is mixed with good clay or pure kaolin in greater or less quantity, the characteristics of the latter are changed to such an extent that the resulting body will successfully stand acid as well as sudden changes of temperatures. A piece of shard from this latter body was subjected to a three months' test in concentrated sulphuric acid heated to 260 deg. C. A loss of only 0·1 was noted. Like tests with other acids (hydrochloric and nitric) have given similar results. Another test was made by heating a casserole made of the above artificial body in the oxyhydrogen flame. When a white heat was reached the vessel was plunged into cold water without in the least injuring the shard. Molten lead was poured over a thin plate made out of the artificial corundum body without any ill effects whatever. These tests are severe enough to convince us that a valuable acquisition has been made to chemical technology which can hardly be over-estimated. The great fireproof quality of this body is perhaps due largely to its non-shrinking nature. Even good fire clay will shrink in the kiln as much as 10 to 12 per cent., while this new body exhibits absolutely none. The new material has withstood various tests made in order to ascertain the capacity of resistance to compression and suction under various conditions. Besides the use to which this material can advantageously be put in chemical technology, its uses in electrical engineering will be very welcome. It can be made quite porous and thin, hence diaphragms and other delicate electrical appliances may be easily constructed from a body which is acid-proof as well as non-resisting to the electric current.

A PORCELAIN ROOM IN A SPANISH PALACE.

ANYTHING Spanish has a topical interest just now, and it is worth while to note that two of the palaces which King Alfonso will shortly share with his fair English bride possess "porcelain rooms." This form of decoration was employed by King Charles III. in the latter half of the 18th century. Mr. E. Dillon, in his valuable book on "Porcelain," says :—



THE PORCELAIN ROOM AT MADRID.

"The porcelain fever that raged at times in the rest of Europe seems to have left Spain untouched until the advent of the half-French half-Italian king in 1759. Charles III. . . . was an enthusiastic potter, and his first care even before leaving Naples, was to see to the transhipping to Spain of practically the whole of the staff, to say nothing of the moulds and other appliances in use at the Capo di Monte factory. . . . Nineteen modellers and fourteen painters sailed for Alicante in a vessel specially chartered for this purpose. Among

these Italian emigrants two names are worthy of mention—Buonicelli . . . and Gricci, the designer of the famous porcelain chamber at Aranjuez. The new factory, known as La China, was erected in the garden of the Buen Retiro, a palace in the suburbs of Madrid. Here



PORTION OF PORCELAIN PANEL AT MADRID.

for the next thirty years, that is, until the death of Charles III., in 1788, supported by a large yearly grant, and surrounded by the strictest secrecy, was made the porcelain destined for the decoration of the royal palaces and for presentation to other courts. Only in the time of Joseph, Napoleon's brother, and of Ferdinand VII. was the ware from the royal works allowed to come into the market, and this was at a period of decline. The Buen Retiro gardens were the scene of desperate fighting between the English and the French in the year 1812, during which the porcelain works were completely destroyed. We hear, at the commencement, of quarrels between the Spanish and Italian workmen, and of breakdowns in the kilns. But Charles, and his director Buonicelli, must soon have surmounted the preliminary difficulties, for already, during the years 1763 to 1765 (as we learn from an inscription on one of the slabs) Giuseppe Gricci was occupied in decorating the porcelain chamber, the famous 'Gabineto' of the palace at Aranjuez, which surpassed in magnificence the earlier room of the same description at Portici. The large plaques which surround this chamber are decorated with groups of Japanese figures in high relief, carefully modelled and painted. Between these plaques rise tall looking-glasses brought from the king's new glass works at La Granja, and the porcelain frames of these mirrors are elaborately decorated with fruits and flowers. There is another of these porcelain cabinets in the Royal Palace at Madrid; this time the plaques are ornamented with children in high relief." It is the decoration of the latter room which is the subject of our illustrations. Though somewhat fanciful, it must have a very fine effect, especially when lit up. It might well be copied by some of the builders of our great hotels or public buildings, and we commend the example of Charles III. to the millionaires who are the true princes of the modern world.

THE TRUCK ACTS.

THE Home Secretary has appointed a committee to inquire into the working of the Truck Acts. The Right Hon. Thomas Shaw, M.P., Lord Advocate for Scotland, is chairman of the committee, and the members are Mr. E. H. Brotherton, M.P., a chemical manufacturer; Mr. F. Cawley, M.P., bleacher and calico printer; Mr. M. Delevingne, of the Home Office; Mr. J. R. Macdonald, M.P.; Mr. F. Maddison, M.P.; Mr. H. J. Tennant; and Mr. A. F. Yarrow, of the firm of Yarrow & Co., shipbuilders. The terms of reference are to inquire into the operation of the Truck Acts, and to consider and report what amendments and extension of those Acts or changes in their administration are desirable, particularly whether fines and deductions from wages should be prohibited, and further to consider and report whether the practice of shop assistants and certain classes of workpeople being lodged and boarded by their employers gives rise to abuses needing remedy by an extension of the Truck Acts or by other action of the State.

Newcastle School of Art.—The distribution of prizes to the successful students took place in the Municipal Hall, Newcastle-under-Lyme, on the 9th ult. The Headmaster reported that Mr. John Currie, a former student, had won the British Institute scholarship of £100 for etching, tenable at any recognised school in England or on the Continent. The following were among the prizes awarded:—Eva Banks and May Cartledge for design, elementary section; Edward Hadfield, design for tiles: M. E. Munday, designs for industrial purposes; Bertram Coulain, for modelled design for cover dish.

AMONGST PROVINCIAL DEALERS.

(FROM OUR OWN CORRESPONDENT.)

HALIFAX.

AS an industrial town Halifax has for a long time been growing in size and importance. It now contains a population of some 109,000. The growth of the town and the progressive ideas of those responsible for the municipal government of Halifax were seen very clearly by the carrying out of a large and costly scheme of improvements a few years ago, by which the central part of the town was changed in appearance, and was provided with an extensive covered market and with imposing blocks of modern buildings. With the growth of municipal life and of wealth in Halifax there has been a growth in the dimensions and importance of the glass, china, and earthenware trade. This will be seen from the following references to the glass, china, and earthenware shops of the town.

An establishment which presents a display of ceramic art, striking alike by its magnitude and by the variety and beauty of the wares which are grouped together, is carried on by **Mr. Walter Neaverson.** The premises held by him form a conspicuous corner block, one face being to Russell-street, Halifax, the other, to the fine arcade which was formed some twelve years ago as part of the scheme of municipal improvements. Effect in grouping has been obtained by the use of six white glass shelves, extending the full width of the window, and placed at equal distances between the bottom and the top. When I visited the establishment each shelf was laden with delicate pottery wares of the newer ornamental kinds—vases, bowls, cups, stands, and ornaments—presenting quite a bewildering variety in form and colour. The effect of the large mass of artistic pottery, of the white transparent glass of the shelves, and of the pottery on the upper shelves, as seen through the glass when viewed upwards from the arcade, was exceptionally striking. Recently, a glass and china dealer from another town, accompanied by a shop-fitter, entered the arcade. Halting in front of the window, the china dealer pointed to it, and, with an air of triumph at having at last found a model which he had long sought, said to the fitter: "I want my new window something like that." The door in the arcade had been constructed to serve as a showcase for heraldic ware, which was displayed with much effect. Mr. Neaverson conducted me over the premises from the ground floor to the uppermost rooms. The main front room on the first floor served as a principal show-room and was lavishly stocked. I learned that about a thousand tea and breakfast sets were kept in the Halifax establishment and a branch which Mr. Neaverson maintains in Huddersfield. "I came here two years ago last July," said Mr. Neaverson, in answer to a remark as to the length of time the business had been in existence, prompted by what I had seen. "I took it over from Mr. G. Leese, who had been here from the time the buildings were put up. I am getting better customers than we used to have. I think we deal with every manufacturer of note. People need not go out of Halifax to buy pottery or china, if they will only give us a chance. And the same with this," said Mr. Neaverson, pointing to a mass of carefully stowed glassware. "We have some of the finest cut glass obtainable." I remarked on a large collection of cheese dishes, each different in some particular of outline or tint. "We have many hundreds of them," Mr. Neaverson told me, as we passed on.

I learned that the Huddersfield shop had been held for seventeen years, and that latterly it had been in charge of Mr. Sidney Neaverson. Mr. Walter Neaverson has taken a warm interest in the work and scope of the Glass and China Trade Association. "We formed a branch in Leeds in October, and had a very good meeting," he said. "I believe nearly everyone there joined. Since that time, being so close on Christmas, I do not know whether they have taken notice of my papers; but now I am beginning to pick up a few members, and I think it is going to be a success. Last week a man met me and said: 'I have got my ten and sixpence back from your Association.' I said: 'Oh! How is that?' He said: 'I had a dispute, and I referred it to the secretary of the Association, and he wrote to the firm and sent all papers, and had it settled in three days.' I think that speaks very well, and that it should be an inducement to others to join." "We do not consult together enough," said Mr. Neaverson, after a pause. "If we could have frequent meetings of glass and china dealers and talk things over, I am sure we could deal with matters in a way which would be beneficial all round. The Association is developing slowly, but if it will only develop as well as it has done in Leeds we shall do well. We ought to have a branch in Manchester; another in Dublin, and another in Edinburgh. Some people say we were late in starting. I admit that, but if we never start we shall never get to the end. There is one thing: we do not want to run to expense. I think we shall do well, but it will take us some time. There are a lot of the old ones who say: 'Well, we have done without this institution in the past, and can go on.' But we must go with the times. There are new ideas now; everyone is forming them. We had a better attendance in Leeds than in London. We had a very good attendance, and what I call a very hopeful meeting, because they all seemed interested in the Association and all for it." After another look at the art wares displayed in the main shop on the ground floor, and then at the displays in the windows, and after receiving a cordial invitation to visit the premises whenever again I might be in Halifax, from Mr. Neaverson, I bade him good day and left the arcade.

Glass, china, and earthenware have long been dealt in, on wholesale lines, by **Arthur Ellison & Sons,** who have a warehouse of considerable extent in Woolshops, one of the quaint old trading thoroughfares of Halifax. The business dates back to about 1858, when it was carried on by a Mr. Job Dyson. This proprietor continued to work it until 1882, when it came into the possession of the late Mr. Arthur Ellison. Mr. Ellison's two sons, Alonzo and William, in time joined their father, the style of the firm becoming Arthur Ellison & Sons. Mr. Ellison senior died in 1885, leaving the sons as principals. They, with the assistance of a sister, have since carried on the business. In the course of a visit which I paid to the warehouse, Mr. Alonzo Ellison talked with me of the state of the local trade, and of other matters of interest to potters and dealers. "There is a splendid assortment of all goods required now, and competition down in the Potteries is keen enough; they are only too glad to supply wants, and to please customers," he said. I remarked on a set of large foreign vases, ornamented in a rather florid way. "They have been going out for some time. These are coming in," said Mr. Ellison, pointing to a range of English vases. "They are taking the place of the foreign vases. It looks as if the taste of the country has been for something more substantial. The foreign vases are light and flimsy, and not only that, but the makers of English vases have altered much for four or five years past." "You really tell me that they are overcoming foreign competition?" I said. "They are in vases, but not in cream jugs and sugars, such as are made in Longton. These the foreigners can beat." "Does that mean that English makers have lately given more attention to the vase trade, and not given the same amount of attention to these other goods," I inquired. "I do not think they could do it; there is such a vast difference in prices. As regards cups and saucers, such as

these, the foreigners are just as much out of it as in the vase trade. They make them thin right up at the top here, but when they get below they are as thick as pint pots. That keeps the foreign goods from selling. I will show you two jugs.'' Mr. Ellison went to a table which was laden with pottery ware. ''This is pure white Longton,'' he said. ''The other is made abroad. We give 3s. 9d. a dozen for these in Longton. Now, these we buy at 1s. 10d.'' The Longton jug was of plain form, but quite white. The foreign jug was moulded in a form having an artistic aspect, and was gold lined along the edge and on the handle. ''They are both china,'' said Mr. Ellison. ''This (the foreign jug) is made thick throughout, but it is a well-balanced jug. To my mind it has cost more to make than this (the English jug). I was talking to a man not long ago, who said, provided they put 20 per cent. on the stuff from abroad, it would be far better for the Longton makers. I said it would not matter if they put 40 per cent. on. I showed him the two jugs, and said: 'Which would you take; one is foreign made, the other is English made; which would you rather have?' He said: 'Which is the foreigner?' I said, 'No; which would you prefer?' He said, 'Well, I think this' (the foreign jug). I said, 'This is 2s. 6d. and that is 4s. 6d. a dozen. And not only that, but this one comes carriage paid, and we have carriage to pay on the Longton jug.' Now, suppose they were to put 40 per cent. on the foreign jug, what would be the difference? In articles of everyday use, if they were to put 20 per cent. on, the working classes would have to pay the tax, and the order for those goods would go abroad just the same. They would want fully 50 per cent. on, and then it would only bring them up level. We sell these (the foreign jugs) at 2s. 6d. a dozen.'' Mr. Ellison spoke similarly of plain earthenware jars. ''No small tariff on goods of this kind would,'' he said, ''be of any use at all.'' I asked if a tariff would not help English makers with respect to the trade in the newer art goods. ''Well, they compete in them already,'' was the answer. Mr. Ellison alluded to crest ware. ''They have started making penny articles in crest ware,'' he said, ''but to my mind that is another 'something-for-nothing.' A lot of young ladies have been making collections of that, and they have given 6d. an article for it; but when it is down to a penny, to my mind it will fail to interest them, and become too common.'' With regard to trade in the district, Mr. Ellison said that there had been much complaining, especially by travellers. ''The price of wool, the chief raw material used in this neighbourhood, has advanced about 100 per cent., and with that manufacturers are very cautious, and have been working short time,'' he said. This fully agreed with the reports on the state of the worsted trade in Halifax district made to me by others, in the course of my tour of the district.

Premises which occupy a prominent corner position in Cow-green, Halifax, are held by **Mr. John Booth,** and are devoted solely to the glass, china, and earthenware trade. A high-class business has been done. The stock in the large shop told its own story. Among it I observed well-known high-class English wares. Mr. Booth was one of the first in the town to take up some of these high-grade wares, and in keeping them continuously, and resisting all inducements to mix goods which are quite foreign to a glass and china business with his stock, has endeavoured to maintain the old dignity of the trade.

A feature of the internal arrangement of the public market, Halifax, is the substantial character of the ''stands,'' to which the main floor area of the market has been allotted. The stands are large, well stocked, and attractive, quite unlike the stands which are met with in the open markets of the north. One stand is held by **Mr. Harrison Wraith** as a glass and china emporium. Mr. Wraith has been in the trade in Halifax some sixteen years. I had a short talk with him, and found him to be interested largely, as regards his own business, in the ornamental pottery ware for the household, and in goods of a ''fancy'' kind which are suitable for presents, and for the special class of trade done in the market. The stand looked very attractive, the stock possessing large variety through the diverse character and ornamentation of the goods.

One of the older glass and china businesses of Halifax is carried on by **Mr. Jas. F. Farrar,** at 30, Northgate. The business dates back some ninety years, and was for a long period in the hands of a family of the name of Thompson. An old, good class connection has consequently been enjoyed, the character of the trade done being revealed by the choice and ample stock which I viewed in the shop. Mr. Farrar spoke of the former distinctive character of the trade in the town as having nearly passed away, owing to the extent to which furniture dealers and other tradesmen had been able to obtain glass and china goods, and were still able to do so. This, I may say, was a general complaint by glass and china dealers in the town.

A glass, china, and earthenware department of considerable scope is maintained by the **Halifax Industrial Society, Ltd.,** at their warehouse in Northgate. A large and varied stock of useful and artistic goods of current designs formed an imposing display when I visited the warehouse.

The Halifax China Stores, 11, Market-street, are held by **Mr. H. H. Davis,** and are devoted mainly to glass and china ware of the more useful domestic kinds. Mr. Davis was for ten years connected with one of the larger china and glass warehouses in the town. In the course of a short talk which I had with him, he spoke very cheerfully of the prospects of the trade.

One of the up-town glass and china depôts of Halifax, situated at 52, Hanson-lane, is carried on by **Mr. Edward Cheetham.** Here I found a varied stock of household china and glass, very tastefully arranged, many ornamental articles giving the whole a bright and pleasing aspect

Another up-town glass and china establishment, somewhat farther from the centre of Halifax, has been maintained at 269, Queen's-road, for twenty-four years by **Mr. Stephen Danes.** A stock of modern wares, comprising dinner, tea and toilet sets, vases, and glass, arranged to excellent advantage, greeted me on visiting the premises. Some of the toilet sets, of new and beautiful designs, and some of the lighter fancy goods showed out very pleasingly, imparting an artistic air to the whole. Here, again, the crate-carriage question was spoken of. As much as 19s. and £1 had been paid for full crates coming from the Potteries, and the crates had had to be paid for when sent back. A common charge for crate and straw was 10s. 6d.; and then there was the railway charge and the charge on the returned empty. The burden of this double charge had been felt peculiarly. Mr. Danes had supplied articles of pottery to glass and china dealers in Manchester, and had found them to refuse to pay a double carriage, yet everything received from the Potteries had to be paid for ''up and down.'' ''When we have paid 10s. 6d. for straw and crate, and then paid the carriage down, and then have to pay for the empty to go back, it is very heavy,'' was said to me. Again, the same old troubles!

A glass and china emporium has been fitted up at 268, Gibbet-street, by **Mr. Thomas Greenwood.** A little over twelve months ago, Mr. Greenwood, who also carries on another business, from a love of artistic pottery, devoted part of his show-room, the basement of his premises, and one of his windows to art pottery ware. He has just converted the principal room on the first floor into another show-room for art pottery, the fittings being in

keeping with the character of the establishment. The basement show-room has also been improved, and electric light has been fitted throughout. Mr. Greenwood considerately showed me over the premises. The basement showroom presented a charming appearance. Superb toilet sets, dinner sets, trinket sets, and vases were carefully displayed, and gave an artistic air to the room. In the shop, collections of choice pottery and glassware also gave artistic tone to the place. Mr. Greenwood spoke of his intention to carry on a trade in high-class pottery, and was very confident of being able to obtain support from the residents in his locality.

An old-established glass and pottery depôt, in which business in the more useful household articles has been done, is located at 14, Winding-road, Northgate. The proprietor, **Mr. William Brier,** has been in the trade forty years. I had not the pleasure of meeting him on the day of my visit. The shop looked very bright and trim with its stock of useful goods.

(To be continued.)

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Heritage's China and Glass Stores have been opened at 106, Wood-street, Walthamstow, E.

Law Bros., china and glass dealers, have acquired the business at 169, High-street, Battersea, S.W.

E. & F. Harrowin, china and glass merchants, have relinquished the business at 61, High-st., Kingsland, N.E.

Mr. F. T. Slade, china, glass, and earthenware merchant, is about to open premises at 14, Wood-street, Walthamstow, E.

Mr. H. Talbot (the Staffordshire China and Earthenware Stores) has relinquished the business at 76, Upper Tooting-road, S.W.

The Lewisham Guardians have accepted the tender of Mr. W. Huntsman, Upper-street, Islington, N., for the supply of earthenware.

Mr. R. Leftwich, glass merchant, 59, Hoxton-street, Hoxton, has opened additional premises at 119, Hoe-street, Walthamstow, E.

The Crown Pottery Co., in consequence of the expiration of lease, announce their intention of shortly vacating the premises 13, Lavender-hill, Battersea, S.W.

Mr. J. Green's (Queen Victoria-street, E.C.) tender (£107 0s. 8d.) for the supply of glass and earthenware has been accepted by the Croydon Board of Guardians.

Mr. D. Barnard, china and glass dealer, Lord-street, Southport, announces that his number has been altered from 69 to 171 in consequence of the renumbering of the street.

J. Defries & Sons, Houndsditch, E., have tendered successfully for the supply of earthenware, glass, &c., to the value of £119 4s. 3½d. to the Guardians of Brentford Union.

Mr. W. Brans, china and glass merchant, having disposed of his lease, announces his intention of shortly vacating the premises, 36, Camberlayne Wood-road, Kensal Green, N.W.

Mr. John Arrowsmith, of Alsager, a partner in the firm of Thos. Arrowsmith & Sons, stilt and spur manufacturers, of Burslem, has been placed on the Commission of Peace for the county of Chester.

Gibson & Sons, Ltd., Albany Works, Burslem, manufacturers of jet and rockingham ware, &c., have removed their London showrooms from Buchanan-buildings to Gamage-buildings, 118 to 122, Holborn, E.C.

James T. Robinson, Ltd.—Registered with a capital of £500, in £1 shares, to acquire the business carried on at 265a, Mare-street, Hackney, and at Leyton, by J. T. Robinson, and to carry on the business of china and glass merchants, &c. No initial public issue. First directors, J. T. Robinson and A. Thompson, 265a, Mare-street, Hackney, N.E.

Mr. E. Brain, of Fenton, is now on his way to Australia, having sailed by the Orient steamship "Ortona" on April 6. Mr. Brain is making the trip partly on account of his health, but it is understood he will have an eye to business as well. Mr. Brain has our good wishes for a safe, pleasant, and recuperative journey; and if he can combine some good business with it, so much the better.

China Clay on Dartmoor.—During the past month operations were commenced with a view to exploiting the deposits of china clay near Ivybridge, Devon. This led to a chorus of protests in the local press, as it was stated that the scenery would be ruined and the streams polluted. The work has gone on, however, quite unaffected by these complaints. The clay is being used for paper-making purposes.

Mrs. Alfred Meakin, widow of the late Mr. Alfred Meakin, of the Royal Albert, Victoria, and Highgate Potteries, Tunstall, died in London on April 12, after an operation. The interment took place at Mossley Church on April 17, and was attended by a large number of relatives and friends. Floral tributes were sent from the employees at each of the works, Mrs. Meakin having been held in great respect by them all.

Bottle Manufacturer's Will.—Mr. William Augustus Frederick Powell, of Norland House, Clifton, head of the firms of Powell & Ricketts, Phœnix Glass Bottle Works, St. Philip's, and William Powell & Sons, Temple Gate Pottery, left an estate of the value of £168,842, including personalty of the net value of £140,059. He bequeathed his share and capital in the Temple Gate Pottery to his brother Septimus, and large sums to charities.

The Post Office and the Metric System.—The Secretary to the Post Office has informed the Decimal Association that letters, addressed to France and Germany, weighing more than ½ oz., but not more than 15 grams, if only stamped 2½d., are not surcharged. It is pointed out by the association that, although the differences in weight is but small (about 5 per cent.), still the fact should be generally known, because letters are frequently stamped with 5d. which, under this ruling of the Post Office, would go for 2½d.

Whiston's Stores, Ltd.—Registered, with capital £2,000, in £1 shares. Objects: To adopt an agreement for the acquisition (1) of the leasehold hereditaments and premises situate at 61, Dartmouth-road, Forest Hill, S.E., and (2) of all or any of the assets and liabilities of the vendors, and to carry on the business of manufacturers of, agents for, and dealers in glass, china, earthenware, furniture, ironmongery, cutlery, leather and fancy goods, &c. No initial public issue. Registered office, 61, Dartmouth-road, Forest Hill, S.E.

A Stourbridge Worthy.—Mr. George King Harrison, a prominent character in Stourbridge, died at his residence at Hagley on April 16, at the age of eighty years. In partnership with the late Mr. Wm. King Perrens, he carried on the fire clay works at Cradley, the Lye, and also at Wilnecote, Warwickshire. Mr. Perrens died upwards of twenty years ago. Mr. Harrison himself carried on the business until it was converted into a limited company two years ago. Mr. Harrison took an active part in local affairs, and was greatly respected at Stourbridge.

The China and Glass Dealers' Association of the United Kingdom.—It is announced that the annual meeting of the Central Association will be held on Wednesday, the 16th inst., at the Saracen's Head Hotel, E.C., at 7.30 p.m. The committee trust that all members will make an effort to be present; all china and glass dealers who do not belong to the Association are cordially invited to attend. The executive hope that representatives from the various branches will be present. The meeting being held in London, the Committee hope that the London members will be present in large numbers.

An Appropriate Present.—The presentation by his political friends to Mr. D. H. Coghill, late M.P. for Stoke, took the very appropriate form of a Minton dessert service. It is an artistic presentation on Sèvres lines and in the style of Louis XIV. The ground colour is turquoise enamel, for which the firm are noted. There is a rich scroll ornamentation in raised gold, from which festoons of pink roses depend. Roses are also introduced in small panels in the ground. The design is enhanced by a gold trellis border and panels to match and by a star in raised gold.

American Consul for Burslem.—Mr. Edward B. Walker, the new representative of the United States in the Potteries, is now settled in his post. We understand this is the first consular appointment he has held. Though a member of the United States Consular body Mr. Walker is a lawyer by profession, and has practised at the New York bar for many years. His selection for this responsible position was fully approved by the whole Consular Corps in New York, and Mr. Walker may rely upon a courteous reception by the pottery manufacturers of the district to which he has been appointed.

The Workmen's Compensation Bill.—A private conference took place at the North Stafford Hotel, Stoke-on-Trent, on the 20th inst., to discuss the provisions of the Government Bill, so far as they concern the potting trades. The meeting was attended by Messrs. Alfred Billson, Enoch Edwards, John Ward, and J. C. Wedgwood, the local members of Parliament, and by representatives of the Manufacturers' Association, among whom were Mr. Edmund Leigh, Mr. Leonard Grimwade, Mr. Percy Shelley, Mr. A. Sherwin, &c. Mr. A. P. Llewellyn, the secretary of the Manufacturers' Association, was also present.

Kelly's Directories, Ltd., 182-3-4, High Holborn, W.C., have just issued the 20th edition of their Directory of the Merchants, Manufacturers, and Shippers of the World for 1906. The foreign and colonial section of the work contains an account of each country, its ports and principal towns, with classified lists of consuls, bankers, merchants, brokers, shipping agents, buyers of British goods, and the manufacturers of goods exported. The second, or home, division of the book contains the names and addresses of manufacturers in the United Kingdom, and lists of exporters and importers, showing the countries with which they carry on business, and the goods they deal in.

Lancaster & Sons (Hanley), Ltd.—This company has just been registered with a capital of £2,500 in £1 shares, to acquire the business carried on by F. J. Lancaster, F. J. Lancaster, jun., and E. Lancaster, at Mount Pleasant, Hanley, as "Lancaster & Sons," and to carry on the business of manufacturers and decorators of and dealers in china, porcelain, earthenware, stoneware, terra-cotta, parian marble, &c. The subscribers are: F. J. Lancaster, Mrs. E. Lancaster, F. J. Lancaster, jun., E. Lancaster, G. Dean, T. H. Sandland, and E. J. Barker. No initial public issue. Registered office: Mount Pleasant, Hanley.

Recent Company Liens Registered.—Brousson's Agencies, Ltd., china dealers, London. £1,000 second debentures, charged on the company's undertaking and property, present and future, including uncalled capital, subject to £1,000 first debentures, have been registered.——Cauldon (Brown-Westhead, Moore & Co.), Ltd., Stoke-upon-Trent. Lien registered for £1,900 5 per cent. debentures, part of £40,000; amount previously issued, £25,100; charged on certain properties, and on all the other assets, present and future, including the uncalled capital.——John Lumb & Co., Ltd., Whitwood, Yorkshire. Debenture registered for £1,500; charged on the property and the undertaking, present and future, including the uncalled capital.

Wordsley Art School.—The annual exhibition and distribution of prizes to the students took place on March 30. Mr. H. Staveley Hill, the member for the division, attended, and after an interesting address distributed the prizes. In proposing a vote of thanks to Mr. Hill, Mr. B. Richardson said that it was of no good to have a clever teacher unless the student put his heart and soul into the work. Judging from the fine specimens of work shown, the students were doing so; and he had been astounded to find some of the very best work was done by boys in his own employ. He thought the works would compare favourably with those done in any technical school, and that Mr. Carder had done all he could to encourage the young men to follow up the glass trade.

The Furniture Exhibition at the Agricultural Hall, Islington, which closed last Friday evening, did not attract many exhibitors from our trades. Blizard & Isaacs, 106, Hatton-garden, E.C., and Smithfield Works, Hanley, exhibited a good variety of toilet services, pedestals and pots, and vases, such as are usually sold by furniture dealers. Some special toilet sets are intended to harmonise with the revivals of old-time furniture. They exhibited also jugs, dinner ware, and tea ware. Matthews & Clark, 93, Rivington-street, London, E.C., had on show a large number of toilet services, vases, flower pots, plaques, bowls, &c., in new shapes and decorations. The Cloisonné Glass Co., 40, Berners-street, Oxford-street, W., exhibited their special glass as applied to the decoration of cabinets, book-cases, screens, overmantels, &c. The main feature of Cloissonné glass is a combination of the effects of transmitted and reflected light. It can be supplied bent to any given curves.

Inland Navigation.—At a meeting of the Longton Town Council on April 5, a communication was read from the Association of Municipal Corporations, asking if the Council desired to offer any evidence to the Royal Commission on Canal Waterways. It was conceded that the carriage of merchandise was a matter of great importance to the district, and the letter was referred to the General Purposes Committee. It was mentioned that within 14 or 15 miles there was one of the most magnificent waterways in the kingdom—the Weaver Navigation—capable of carrying boats of 400 tons burden. There was a possibility of bringing this fine waterway into connection with the Potteries; there was no engineering difficulty in the way, and the only thing necessary was the capital to carry out the scheme. The present Government had promised to do something in this connection, and steps should be taken by the local authorities to bring evidence before the Royal Commission to show the necessity in the Potteries for an improved service. The Weaver Navigation had handed over one and a half millions towards the rates of Cheshire. It was decided to approach the neighbouring authorities, and to ask them to join in placing evidence before the Commission.

Patent Laws Deficiencies.—On April 9 Mr. Lloyd-George received a deputation representing the Association of Chambers of Commerce and leading industrial associations, who attended to urge the necessity of legislation to compel patentees to work their patents in this country

instead of from works abroad. The deputation was introduced by Sir W. Holland, who read a resolution passed by the Associated Chambers of Commerce, urging that the Patent Laws should be further amended to enforce the forfeiture of all British patents for inventions which were worked without, but not within, the United Kingdom after a period of three years, unless the patentee could justify his inaction to the Board of Trade. Mr. Ivan Levinstein said that Great Britain afforded greater facilities for the creation of monopoly than any Protectionist country in Europe. Germany, in 1903-4-5, granted only 28,753 patents, while we granted 45,345. For the same period 86,758 patents were applied for in Germany, while the applications in England were 85,469. Of these 45,000 patents granted about 24,000 were conferred on persons not resident here, of which the majority were carried out solely abroad as far as they were workable. The foreign patentee was entitled to his reward. But if he did not establish his invention here he ought to lose his patent. Sir Joseph Lawrence said that English brains founded the chemical industry, English hands built it up, and English legislative folly had been the principal cause of its downfall. Mr. G. D. Kelly, M.P., Sir J. Cockburn, Mr. W. Reid, and Mr. A. Southern also spoke. Mr. Lloyd-George, in reply, said he admitted the necessity for amendment of the Patent Law, but nothing could be done this year, the Government's hands being full. He would gladly receive a smaller deputation to discuss matters further with them.

Empire Notes.

Earthenware and Glassware to the value of £106,000 were imported into Cape Colony during the six months ending December 31, 1905. The import of these goods for the corresponding period of the preceding year was valued at £148,000.

Cobalt-Mining in Canada.—Our readers will remember information given by our Special Commissioner to Canada, concerning the cobalt mines in Ontario. Since then many references to this rich mineral district have appeared in the daily and financial papers, and a number of companies have been formed to exploit the deposits of silver, cobalt, &c., for the benefit of shareholders—or promoters. Our illustration shows a mine near the town of Cobalt under winter conditions, with its somewhat primitive equipment.



A MINE AT COBALT (ONTARIO).

Canadian Cobalt Companies.—The North American Cobalt Refining Co., Hamilton, Ontario, have been incorporated with a capital of $1,000,000, to carry on a mining, milling, and reduction business.—The Cobalt Consolidated Mines, Cobalt, Ontario, have been incorporated with a capital of $2,500,000, to carry on a mining, milling, and reduction business.

Canadian imports of earthen, china and granite ware for the last six months of 1905 were valued as follows:—From Great Britain, $469,265; United States, $156,917; other countries, $246,991. Comparing the figures with those for the concluding half of 1904, it is seen that the total and the share of the United States have increased, while the share of Great Britain has fallen off.

New Glass Works near Vancouver.—A Canadian journal reports that a proposal to establish a glass factory at Eburne, a suburb of Vancouver, on the north arm of the Fraser River, is taking shape. An expert in the manufacture of glass is said to be on his way here from England, retained by the promoters of the scheme. At first, fruit jars, lamp glasses, bottles, &c., will be turned out; later on, after a start has been made, it is intended to go into the manufacture of sheet glass.

Heroism in Natal.—In the accounts of the recent skirmish with natives in Natal, there is a thrilling description of the heroic gallantry displayed by Major Dimmick and Trooper Folker in rescuing their wounded comrades from certain death after the first onslaught. They have been recommended for the Victoria Cross. The following is the official report of the incident:—"The action for which Major Dimmick and Trooper Folker have been recommended for the Victoria Cross was in returning and picking up Trumpeter Milton at great peril. Folker carried Milton across his saddle." Trooper Folker is the son of Mr. A. H. Folker, the representative of the Royal Crown Derby Porcelain Company. We congratulate Mr. Folker on the distinction achieved by his son, and even more so on the preservation of his life.

The Imperial Patent Question.—Lecturing before the Society of Arts a short time ago, Mr. G. Drage pointed out that to secure an invention throughout the King's dominions it is necessary to take out not one but at least 28 patents, and, whereas a patent good for the whole of the United States costs £20, a patent good for the United Kingdom costs £100, and for the whole Empire from £500 to £600. In Canada a patent must be worked in two years, whereas in other parts of the Empire no such condition exists. It is the same with the law affecting trade marks. We have indeed at last, in 1905, amended the law as to the registration and protection of trade marks, though the rules issued thereunder by the Board of Trade appear to require alteration. But the law in the United Kingdom and the law in British India are different, and the law in the West Indies is different again. Indeed, Barbados and Jamaica possess different regulations. What is wanted is an Imperial definition of a trade mark, a similar system of law and practice with regard to registration throughout the Empire, and some cheap and simple method of extending the protection of any mark registered in any one part of the Empire to the whole Empire. At present, to protect a trade mark throughout the Empire between 30 and 40 registrations must be effected, five in South Africa alone, and it is needless to add the process is always more or less costly.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS FOR MARCH, 1906.

		Quantities.				Value.			
		Month ended 31st March.		Three Months ended 31st March.		Month ended 31st March.		Three Months ended 31st March.	
China or Porcelain, and Earthenware.		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany	cwts.	2,397	5,408	8,535	15,435	£4,957	£6,399	£14,002	£17,306
„ France	„	1,913	4,203	5,874	11,949	6,102	5,045	14,314	15,254
„ United States of America	„	47,366	40,091	117,458	110,518	54,961	51,106	145,436	139,367
„ Brazil	„	11,023	14,332	32,653	37,412	9,167	11,457	23,798	27,288
„ Argentine Republic	„	40,881	46,255	105,476	116,226	13,591	19,524	35,703	49,077
„ British South Africa	„	28,215	24,509	72,385	80,397	12,182	12,269	33,962	37,919
„ British East Indies	„	24,828	22,491	72,907	77,119	12,228	13,444	36,238	39,884
„ Australia	„	17,125	12,484	38,984	33,311	18,926	15,527	44,509	41,282
„ New Zealand	„	3,999	3,936	16,087	12,811	5,276	5,185	19,985	16,781
„ Canada	„	18,708	18,004	45,381	41,597	15,312	18,362	39,077	44,219
„ Other Countries	„	55,622	80,901	178,060	212,311	42,002	48,770	107,267	130,187
Made up as follows:									
Porcelain, Chinaware, and Parian	„	1,808	2,295	7,218	7,049	12,844	15,462	38,466	40,313
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	„	115,097	113,848	284,325	307,142	139,678	141,728	349,319	384,694
Jet, Rock'm, and Glazed Terra-cotta	„	735	348	893	409	1,051	668	1,311	806
Red, Stone, Brown and Yellow Ware	„	123,389	142,112	363,880	398,527	26,182	29,849	73,955	81,859
Other Sorts (including Electrical and Chemical Ware)	„	11,048	14,011	37,484	35,959	14,949	19,381	51,240	50,892
Glass.									
To British South Africa	„	—	—	—	—	87,264	8,909	251,478	28,931
„ Other Countries	„	—	—	—	—		102,709		279,067
Made up as follows:									
Plate Glass	„	8,454	12,412	27,628	32,910	12,221	19,480	39,697	50,207
Flint Glass	„	6,463	4,415	16,272	14,226	16,793	15,017	45,774	47,893
Glass Bottles	gross	50,922	60,761	145,387	178,508	31,792	38,580	92,682	113,200
Glass Manufactures, other sorts	cwts.	29,080	42,293	78,904	108,455	26,458	38,541	73,325	96,698

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR MARCH.

		Quantities.				Value.			
		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	4,411	3,943	13,891	12,304	£19,154	£17,991	£56,349	£57,778
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	„	32,324	31,827	78,857	77,623	62,169	60,013	142,962	144,960
Jet, Rock'm, and Glazed Terra-cotta	„	145	284	172	1,993	115	192	248	646
Red, Stone, Brown and Yellow Ware	„	901	405	1,420	8,931	585	460	1,453	2,273
Other sorts (including Electrical and Chemical Ware)	„	588	1,881	2,215	5,531	1,400	2,636	4,576	7,789
Window and German Sheet Glass	„	90,486	107,286	236,665	374,334	54,480	58,480	141,665	211,868
Plate Glass	„	43,619	27,045	122,237	100,614	54,212	35,976	149,519	130,832
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass	„	61,870	70,197	172,865	202,856	104,281	114,886	291,402	338,249
Glass Bottles	gross	135,236	128,574	382,056	381,083	56,205	53,865	152,609	157,969
Glass Manufactures, other sorts	cwts.	4,582	4,801	21,436	14,195	11,362	6,355	44,068	18,726

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR MARCH.

		Quantities.				Value.			
		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	1,766	1,833	6,054	5,510	£8,157	£7,666	£22,138	£23,037
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	„	2,004	474	4,591	2,042	3,384	891	8,372	4,821
Jet, Rock'm, and Glazed Terra-cotta	„	1	—	6	17	12	—	50	68
Red, Stone, Brown and Yellow Ware	„	6	360	13	360	4	790	27	790
Other sorts (including Electrical and Chemical Ware)	„	2	2	17	15	2	7	27	209
Window and German Sheet Glass	„	1,029	1,564	1,713	5,877	499	806	896	3,067
Plate Glass	„	481	101	1,446	980	470	93	1,734	1,636
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass	„	3,496	1,191	7,639	8,635	7,527	2,155	17,396	17,672
Glass Bottles	gross	3,074	1,571	7,577	6,945	897	920	4,627	3,656
Glass Manufactures of other sorts	cwts.	1,738	469	4,437	1,628	4,253	1,174	10,659	4,230

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Feb. 25 to March 28, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to March 28, 1906. Packages.	Corresponding period 1905. Packages.
To Boston	639	521	1,668	1,779
,, New York	538	467	1,387	1,464
,, Baltimore	1,498	1,027	3,434	3,071
,, Philadelphia	183	75	404	278
,, New Orleans	335	205	936	917
,, Newport News	64	94	360	108
,, San Francisco	65	157	248	219
,, Portland, Me.	73	102	252	144
,, Galveston	52	56	225	57
,, Portland, Or.	154	6	414	77
,, Inland Points	1,336	1,368	3,308	5,036
Total	4,937	4,078	12,636	13,150

Legal.

Receiver Appointed. — Mr. Justice Swinfen Eady, sitting in the Chancery Division of the High Court on April 7, was asked to appoint a receiver and manager in the case of Williams & Keeling, who carried on business in partnership at Stoke-on-Trent. It was agreed that a receiver and manager was necessary, but there was a difference as to who should be appointed. Both parties asked to be appointed, but in the end his Lordship said, unless the parties were agreed, the Court would follow the usual practice and appoint an independent person. He therefore proposed to appoint the plaintiff's nominee as interim receiver, with liberty to apply to a Judge in Chambers as to the appointment of a subsequent receiver. Defendant's counsel agreed to this course and the appointment was made.

A County Court Case.—Our Potteries correspondent writes:—"Several hours were spent by his Honour Judge Mulholland, K.C., at the last Hanley County Court, in hearing an action brought by the Britannia China Company, china manufacturers, Longton, against Messrs. A. Mackee & Sons, earthenware manufacturers, of the Foley, Fenton, to recover £85 12s., balance of an account alleged to be due for goods sold and delivered. The defendant firm did not dispute the amount of the claim, but counterclaimed for £26 9s. 2d., and had paid £26 10s. 10d. into Court. The action was brought by the liquidators of the plaintiff company suing in the name of the company. The evidence showed that the defendant firm had acted as commission agents for the plaintiffs, and between January 23, 1905, and April 29, 1905, plaintiff had supplied them with goods to the amount of £222 15s. 8½d., against which credit was given defendants for £137, the balance of £85 being the sum sued for. The defence of Messrs. Mackee was that in addition to the £137 credited to them, they had paid two other sums, amounting in the aggregate to £104, and that they had thus not only discharged their indebtedness to the plaintiffs, but had actually overpaid them by the sum of £18 11s. 6d., in addition to which they claimed that they were entitled to £17 17s. 8d. for commission earned upon the sale of plaintiffs' goods. The plaintiffs brought witnesses whose evidence went to show that the two sums amounting to £104 had been paid by Mr. Andrew Mackee, the principal member of the defendant firm (who was also a director of the plaintiff company, and had guaranteed their overdraft at the bank), not on account of the defendant firm, but on his own account. His Honour, after an exhaustive hearing, ultimately found for plaintiffs for the full amount claimed, credit being given for the sum which defendants had paid into Court.

Wrongful Seizure of Goods.—An interesting case was recently heard at the West Riding Assizes, in which the plaintiff was W. H. Neaverson, glass and china dealer, formerly of the Queen Hotel Tap, Huddersfield, and the defendants were T. W. Hesketh, proprietor of the Queen Hotel, and J. T. Booth, auctioneer. The action was brought for damages for trespass and illegal distraint upon plaintiff's goods in August last, and there was a counterclaim for £38 for gas supplied and for arrears of rent. Mr. J. Scott Fox, K.C., and Mr. S. Fleming appeared for the plaintiff; and Mr. W. J. Waugh, K.C., and Mr. C. F. Lowenthal were for the defendants. According to Mr. Scott Fox's opening statement, the plaintiff, in 1900, entered into the occupancy of the Queen Hotel Tap as manager for the late Mr. G. Hesketh, and the arrangement was continued when the present defendant took over the Queen Hotel upon his father's death. Neaverson did not pay any rent, but agreed to pay £1 a week out of the profits of the house, and 1s. 6d. for "wear and tear" of fixtures. He, however, fell into arrears, and in July of last year received a week's notice to quit. On the same day Mr. Booth, on behalf of Hesketh, served a warrant of distress upon the plaintiff's goods, and in the beginning of August the goods were removed from the premises. The plaintiff's case was that he was a manager and not a tenant, and the distress was illegal. The defence was that the relations between Hesketh and Neaverson were those of landlord and tenant. An important point was that three weekly payments of £1 were made regularly when the house was losing money, this tending to show that it was not paid out of profits. The jury returned a verdict for the plaintiff, and assessed the damages at £60, this sum to be reduced to 40s. if the goods were returned. On the question of the counter-claim the jury found that the plaintiff (Neaverson) as manager was not liable, and judgment was accordingly given for him.

The Bone Export of Argentina amounted to 27,300 tons in 1905 as against 25,438 tons exported in 1904. The United States took 14,791 tons, the United Kingdom 1,498 tons, France 1,452 tons, and Germany 1,240 tons.

"Depression" as a term for slackness of trade is used in Germany as a naturalised word. We hope that the English name has not been adopted because the condition it denotes has become characteristic of the trade of the United Kingdom.

Foreign Notes.

James Hancock & Son, Diglis Ceramic Art Colour Works, Worcester, have transferred their New York agency from A. Sartorius & Co., 45, Murray-street, to L. Reusche & Co., 71-73, York-place.

Rare Porcelain Stolen.—The curator attached to the historical collections made by the Danish Kings in Rosenborg Castle, has confessed to the examining magistrate that he had appropriated several pieces of extremely valuable flora Danica porcelain service belonging to the collection, and had sold them to a dealer in antiquities. He has been arrested.

China Factory Fire in Russia.—The St. Petersburg Agency announces that on March 29 the Government shed at the large Kutzenoff china factory at Baduch was burned out with the finished china goods therein. The damage is estimated at £20,000. The property was insured. It is further stated that 2,000 workmen have been discharged, and the factory has stopped work for an indefinite period.

The U.S. Pottery Market.—A recent report states that a very gratifying spring business has been done so far. More goods have been ordered than in any year in the history of the trade. Every branch reports an increase. The percentage on the total is hard to figure, but at a rough estimate it may be put at 10 per cent. Germany leads, with French goods a good second. English china has had an increase, and when the year rounds up it may be found that English earthenware will be found very close to the figures of 1905. American pottery shows a very large increase.

Glass and Pottery in Poland.—Our Consul in Warsaw reports that Polish glass works suffered severely during the past year from the strikes, being closed entirely on this account from August to October, and when at last they had come to terms with their workers, no coal was to be had on account of the railway strike. This long stoppage of production caused a dearth of bottles and a rise in price, which was maintained when production was recommenced on account of the increased cost of labour, and a further rise on this account is probable. The strikes had a fatal effect on the only terra-cotta factory at Warsaw, which gave employment to about 100 men, who are now without work, as the factory has been closed altogether. It is, however, intended to reopen it somewhere in the provinces, where the workers are less under the influence of agitators.

A Foreign View of English Enterprise.—In a Pittsburg journal we read an interesting account of a secret meeting of English glass manufacturers, which took place some weeks ago. The paper quotes a German glass journal which has been indulging in speculation as to "the ways and means devised to increase English exports of glass, to regain lost markets, and to check the sale and distribution of other than the British product." It appears that the aim of English manufacturers is to establish large warehouses in cities and foreign trade centres. The German tries to imagine the importance of this scheme. "Let us assume that English manufacturers establish a large depôt at Buenos Ayres and there engage in a common distribution of their output, each individual partner to the undertaking saves the expense of stationery, of travelling representatives or commission merchants; it will obliterate the high shipping rates anent the transportation of small lots by individual manufacturers to individual foreign dealers and distributors. The latter will be enabled to draw their wants directly from the established warehouses, where it is intended to have an adequate stock on hand at all times to fill any kind of orders promptly. The expense attending this system will be immaterial when compared with the cost of individual endeavour" There is nearly a column more, but we have quoted enough to show the "importance of the scheme."

The Continental Glass Industry.—A Reuter telegram from Charleroi, dated April 9, says:—"The Union of Master Glass Workers has decided upon an annual suspension of work for three months, in order to regulate the output." The U.S. Vice-Consul at Nuremberg reports a new invention in the glass plate industry. It is the invention of a Belgian, who has sold his patent to the European syndicate of plate glass manufacturers for £190,400. This syndicate consists of German, French, Bohemian, and Belgian manufacturers. Hitherto, in the making of window glass, the molten substance has been blown into cylinders by glass-makers' pipes, and subsequently flattened, while in the making of plate glass the viscid mass was cast from the pots and rolled. The new invention draws the molten substance from the pot and conducts it between rollers lying side by side. Seventeen pairs of these rollers are built up tower-like above the pot. The liquid mass cools on its way between the rows of rollers and comes out from them polished on both sides, in any desired thickness (this being regulated by the relative position of the rollers), beautifully flattened and ready for use. At present dimensions of from 157·48 in. to 39·37 in. can be made, but experiments are being conducted to allow of the manufacture of from 98·42 in. to 68·90 in. as well. One early result is expected to be that the manufacturing of plate glass of 157·48 in. and less will undergo an entire change, as the making of glass plates will come chiefly within the scope of the plate-glass furnaces.

China and Earthenware in Egypt.—The following particulars of imports of china and earthenware into Egypt are taken from a Continental journal:—The total value of the china and earthenware imported into Egypt in 1905 amounted to £E78,127, as compared with £E88,313 in 1904. The chief sources of supply were:—Germany, 1904, £E27,150, 1905, £E23,535; Austria-Hungary, 1904, £E14,379, 1905, £E13,599; France, 1904, £E10,454, 1905, £E12,045; Belgium, 1904, £E18,653, 1905, £E11,882; United Kingdom, 1904, £E10,175, 1905, £E8,240; Italy, 1904, £E3,257, 1905, £E4,314. The ware imported for the natives is of a primitive type, being generally of coarse and heavy appearance, especially as regards ornamentation. The articles mainly in demand amongst the Arabs are:—Rice plates.—These plates are nearly semi-spherical in form, measuring from 19 to 48 centimetres in diameter, either white, or decorated with bright colours. They are imported from Belgium and Germany. Egyptian dishes with covers, about 22 centimetres in diameter; the covers are plain, or decorated with gold borders. Germany supplies these. Bowls with covers, about 17 centimetres in diameter, white or decorated in red or blue. These also come from Germany. English pattern plates, about 23 centimetres in diameter, very deep, and ornamented with bright colours. The United Kingdom, Germany, and Belgium supply these. English bowls, very heavy and of various colours and dimensions. These come from the United Kingdom. There is a considerable demand among the natives for all the above-named articles. There are no models noted as being specially in demand among the Europeans; preference is usually given to those most reasonable in price. The large increase of exports from Germany, the value of which amounted to £E23,500 in 1905, as compared with £E14,600 in 1900, is said to be due to the pains taken by German manufacturers to meet the mands made by their clients.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

SIGNS are not wanting now to show that the potting trade is making headway, its progress being sure if slow. But it is necessary to be cautious in one's remarks about the improvement which has set in. Some people have the idea that because the export figures show an increase in the value of the goods sent abroad from this district a period of "boom" has set in. Nothing could be more erroneous. Indeed, I find that a very large proportion of the manufacturers with whom I am in constant touch report very little increase at all, and it is only by the most careful inquiries in all parts of the district that one is led to the conclusion that business, upon the whole, is on the move, not a great deal to be sure, but still appreciably so. The export trade, admittedly, is flourishing and expanding in a most satisfactory manner, but too much importance must not be attached to this fact, because the improvement in this direction has been very largely counterbalanced by the unaccountable depression which has prevailed in the home market. A good many people in this district are wondering what is the matter with the London market, and why it is that orders from the metropolis are falling so short of what might legitimately be expected. I heard a well-known potter the other day expressing the devout hope that a minor earthquake might seize London and shake down people's crocks, so that their cupboard shelves might all want replenishing. Nothing short of an earthquake, he opined, would wake things up properly. Rather a drastic remedy, perhaps, but the remark serves to show how very slow some manufacturers have been finding the southern districts of the home market. Nor has London been the only culprit, for the same tale is told concerning other big cities such as Glasgow in the north, and Birmingham in the Midlands. The Lancashire market, however, had improved decidedly, a good demand for china table ware being reported.

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Foreign and Colonial trade, as I have already remarked, is in a more robust condition just now than it has been for a long time. The United States trade is brightening, and no doubt the terrible havoc wrought by the earthquakes during the past few weeks will lead to some acceleration of trade amongst American potters, while it may not be without some slight benefit to home manufacturers. The South American trade is still booming, and the Canadian market is inclined to furnish better returns. How important the New World is as a customer to North Staffordshire is shown by the fact that during the month of March four American countries absorbed no less than £100,449 worth of china and earthenware, out of our total export trade to all countries of £207,088. Of the total mentioned the United States took £51,106; Brazil, £11,457; the Argentine, £19,524; and Canada, £18,362. No doubt Mexico and the many minor republics in South America would also be found to have still further swelled the figures, if only the Board of Trade returns provided a more detailed analysis. During the first three months of the present year the four countries mentioned purchased from us pottery goods to the value of no less than £259,951. These figures serve to show how vitally the interests of the pottery towns are bound up with the American markets.

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The Australian and New Zealand markets have not been showing up very well this year so far, but are reported to be making more headway now. South African trade is better, but is still a long way behind what it has been in former days. On the first three months of the present year our export trade is well ahead of last year, a total value of ware to the amount of £558,564 having been shipped abroad as compared with £514,291 in the corresponding period of 1905, and £514,055 in the first quarter of 1904. The amount of foreign made ware imported into this country during March was over £2,000 less than in March of 1905. All this is eminently satisfactory, and the outlook would be decidedly promising if only the home trade were livelier.

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Since my last notes were written Mr. Gladstone has introduced into the House of Commons his Workmen's Compensation Act Amendment Bill, which extends the Act to diseases of occupation as well as accidents, and, at last, brings lead poisoning within scope. This was not altogether unexpected, and, inasmuch as, under Lord James's award, after the Special Rules Arbitration, persons contracting plumbism whilst engaged in the dangerous processes of the potting trade are already entitled to claim compensation from the employer, the Bill makes less difference to the trade and has caused less discussion than would otherwise have been the case. The Bill provides that where a workman is certified to be suffering from disease and is thereby partially or totally disabled from earning full wages, and his disease is due to the nature of the employment on which he has been engaged during the previous twelve months, he is to be entitled to recover compensation from the employer who last employed him. But if the employer is able to prove that the disease was contracted or developed while the workman was in the service of another employer or other employers, there is to be proportionate and collective responsibility. This is a much clumsier method than the scheme which the potting trade established for itself during the agitation which preceded Lord James's award in December, 1903. The Potters' Mutual Insurance Association, which then came into existence, makes the trade as a whole, or at least that part of it which is represented by the society, responsible for the claims rather than individual employers. So well has the idea worked that most of the responsible potters are now insured in the association against any claims which might be made. The membership is constantly being added to as claims come forward, and employers are thus convinced of the wisdom of membership. In the course of the debate which followed the introduction of the Bill complimentary reference was made to the Potters' Insurance Association by Mr. Barnes and Mr. Tennant, who suggested that Mr. Gladstone should follow the example furnished by it, and consent to amend the measure by providing that operatives claims should be practically against their particular trade as a whole rather than against any particular employer.

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I understand that, as soon as possible after the Bill had been introduced, a meeting of the directors of the Potters' Insurance Association was convened to discuss the effect of it. The meeting took place on April 5, and on Friday, April 20, a larger and much more important gathering, on the same subject was held at North Stafford Hotel, Stoke, when the four local Members of Parliament—Mr. A. Billson, M.P., Mr. John Ward, M.P., Mr. Enoch Edwards, M.P., and Mr. Josiah Wedgwood, M.P.—met a number of members of the Joint Committee of manufacturers and representatives of the employees in conference. Amongst the master potters present were: Mr. Edmund Leigh, Mr. Leonard Grimwade, Mr. A. Sherwin, Mr. F. Rawdon Smith, and Mr. Percy Shelley. Alderman Thos. Edwards and Councillor Noah Parkes, potters' agents, were present, representing the operatives, and Mr. A. P. Llewellyn and Mr. G. H. Beetenson also attended the meeting, over which Mr. Rawdon Smith presided. The proceedings, which were strictly private, lasted a considerable time, and were, I understand, of the most cordial and harmonious character. The employers were anxious that the Government should be persuaded to adopt the scheme of the Potters' Insurance Association (with some little necessary modification) rather than to proceed with the Bill as it now stands. A day or two ago I had a chat with Mr. Enoch Edwards, M.P., on the subject of the conference, and he told me that he thought the meeting would lead to a very agreeable solution to both parties. There seemed, he observed, to be a complete desire on the part of the manufacturers to do full justice all round, and he was pleased to have been at a conference where there was such unanimity and agreement on what, after all, was a most important matter to any industry. Mr. Edwards added that his colleagues and himself attended the conference in order to ascertain if the workmen and employers would agree upon any scheme in which case it would be their business to try to impress the views of the conference on the Home Secretary. What the actual upshot of the conference was Mr. Edwards would not divulge, but he repeated that he was hopeful that a result satisfactory to all concerned would be achieved.

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Since the above notes were written another private conference between the masters and representatives of the men has been held. It took place at the North Stafford Hotel, Stoke, on Thursday, April 26, and lasted from the morning until about five o'clock at night. I believe it is now hoped to induce the Government to introduce a special clause into a Bill dealing with the case of lead poisoning in the potting trade. The representatives of the employee speak in the highest terms of the attitude of the masters and of the concessions they are prepared to make. The nature of the agreement which was arrived at will, I understand, be communicated to Mr. Enoch Edwards, M.P. (leader of the trade union group in the House), and the other local members, who, owing to the reopening of Parliament, were unable to attend this second conference.

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One cannot help observing with gratification the healthy desire to travel and to see for themselves how business is transacted in other parts of the world which the manufacturers of Burslem have been displaying for some considerable time past. In the genial Mr. Wilcox Edge we have an example of a gentleman whose enthusiasm for globe-trotting grew so strong that he retired from active business life as a pottery manufacturer altogether, since which time he has travelled so extensively that there are few corners of the world into which he has not penetrated, and he invariably returns from his journeyings with many instructive lessons, which he imparts to his fellow-townsmen at the lectures he frequently arranges. This example has been followed by Councillor S. Gibson,

the respected head of the Albany and Harvey Potteries, Burslem, who, having returned from the visit which he and Mrs. Gibson have been paying to Egypt, gave a most absorbing account of his experiences in a lecture a week or two ago, at the Wycliffe Hall. His address was illustrated by some admirable slides, which portrayed features of the journey from Marseilles down the Mediterranean to Alexandria; and afterwards took the audience, in imagination, through the streets of Cairo and upon the waters of the Nile. Many slides illustrative of native life and showing odd corners not touched by the casual visitor, were thrown upon the screen. Mr. Gibson's explanatory remarks were of a highly interesting character, and at the close a hearty vote of thanks was passed to him.

Mr. F. W. Bennett, another of Burslem's touring manufacturers, has also been lecturing during the past month on a journey which he recently made to South Africa and the Antipodes. How very small the world is, after all, was shown by a singular circumstance which befel Mr. Bennett whilst in Ceylon, for at Colombo he quite accidentally dropped across a fellow townsman in Mr. Wilcox Edge, who was riding in a rickshaw. Mr. Bennett promptly photographed him, and a lantern slide showing their meeting was flashed upon the screen, and was greatly appreciated by the audience. In Australia Mr. Bennett paid a visit to the factory controlled by Mr. Wm. Capper, formerly of Burslem; and on the way home he visited South Africa and Egypt. Incidentally Mr. Bennett remarked that he found the commercial outlook in Anstralia when he was there to be no better than it had been for some years past. Mr. Elijah Brain, of Fenton started on his trip to the Antipodes in search of business and health on April 6, sailing on the "Ortona." He expects to return to the Potteries about October. I had a card from Mr. Brain a few days ago, despatched in the course of the outward voyage, in which he reported delightful weather, and a capital company on board. His health has already experienced benefit from the sea breezes.

The death took place in London, on Thursday, April 12, following an operation, of Mrs. Alfred Meakin, of Uttoxeter, widow of Mr. Alfred Meakin, a lady highly esteemed in the Potteries, with the public and business life of which her family is so intimately connected. The funeral took place the following Tuesday, at Mossley Church, Congleton, in the presence of a large number of mourners, including many workpeople from the Royal Albert, the Victoria, and the Highgate Potteries. Amongst the wreaths were beautiful tributes from the decorators, the ovenmen and dippers and the mould-makers and potters at the Royal Albert Works; the mould-makers, and the saggar-makers, ovenmen, dippers, and packers at the Victoria Pottery; the employees at the Victoria Pottery; and the slipmakers, engineers, and bricklayers, and the officials at the Royal Albert and Victoria Potteries.

Two months ago it was mentioned in the POTTERY GAZETTE that in all probability it would be found impossible for the education authorities of Staffordshire to accept the Duke of Sutherland's generous offer of Trentham Hall for the purpose of a college and school for pottery. The offer has not yet been definitely refused, but the fact that the Joint Committee of Pottery Manufacturers have issued a circular inviting the support of the trade for the completion of the old scheme to erect a pottery school at Stoke may be taken as indicative of the feeling of the manufacturers so far as the Trentham proposals are concerned. From the outset the general public have fully realised the disadvantages arising, by reason of the inconvenient situation of the Hall, its serious insanitary condition, and the heavy expenditure which would be entailed before the palatial building could be adapted to educational requirements. The site at Stoke—or rather Hanley, for it is just inside the boundary of the county borough, though within a hundred yards of Stoke Station—has much to recommend it from the point of view of accessibility, and while everyone regrets that the Duke's offer cannot be taken advantage of, public opinion fully endorses the action which the manufacturers have taken in reverting to the former scheme.

It may now be taken as settled that within a very short time the construction of a combined potting and mining school, on the site given by the late Mr. Bolton, will be commenced. The members of the North Staffordshire Mining Institute have raised nearly £5,000 towards the cost of their section, and pottery manufacturers and others interested in the ceramic industry are requested to contribute a similar sum, the balance of the cost being found by the County Council, who, it is understood, will maintain the college when erected. In the circular which the joint committee have sent out a very sensible means of raising the £5,000 required from the potting trade is suggested, viz., that the manufacturers be asked to subscribe for a period of five years at rates varying from £1 1s. per annum in cases where 25 operatives or under are employed, to £21 per annum where the number employed is over 450. In the event of more money being raised in this way than the sum named—not a very likely contingency—the balance is to be returned to the subscribers pro rata. In the course of the circular Mr. Rawdon Smith, chairman of the Joint Committee, says: "It is confidently believed that such a college would be of the greatest service to the industry, not only from the educational point of view, but also from the fact that ample provision will be made on the staff to conduct analyses for, and give technical advice to, manufacturers; and, believing as I do, that every manufacturer would gain by the establishment of the college, the scheme of contributions proposed above has been designed so as to raise the necessary funds in the simplest way." It seems a thousand pities that the difficulties in the way of a larger scheme are insuperable, but perhaps in the days to come, when the North Staffordshire towns are welded into the peaceful city which assuredly they will one day become, it may then be found possible to tackle the larger question with more hope of success. But for the time being it appears that we must make shift with the less imposing scheme, and this being so the only thing is to push on with it as fast as possible. The letter of the manufacturers' committee is certainly another step forward, and if the appeal is responded to as generously as it deserves to be, no undue difficulty will be experienced in raising the required amount.

The meetings of the English Ceramic Society are always interesting, and of late they have been particularly so. Papers have been read and discussions initiated on matters of the highest importance to the potting industry by gentlemen whose names alone are sufficient to command attention, and whose scientific knowledge and practical ability lend added weight to all they have to say. It is a matter for congratulation both to them and to the trade at large that they are so ready to place the fruits of their experience at the service of others, in striking contrast to the potter of bygone days, who hoarded up all his knowledge in the cells of his own brain, and carried it with him to the grave, leaving no one a whit the better for his having lived at all. At the last monthly meeting of the society Mr. J. Burton, brother of Mr. William Burton, of Clifton Junction, read a valuable paper dealing with the principles of the construction and firing of potters' ovens and kilns, in which he threw valuable light upon many of the problems connected with the firing of pottery, which at present harass manufacturers. The difficulties encountered in firing with gas he described as being consequent on comparative inexperience in its application to pottery manufacture and to refinement of method. These obstacles could only be overcome by those who knew something of the principles of gas production and of combustion, and who had been trained in scientific methods of observation and deduction. The lecturer emphasised the fact that the more refined the methods became the more need there was for trained and intelligent oversight, and the future of the industry depended largely on the number of suitably trained men who were employed as departmental managers. Incidentally, Mr. Burton had some hard things to say about the present class of potters' firemen. The old-fashioned way in which firing was conducted in the Potteries he described as "heart-breaking." The idea that firing should be left in the hands of an ignorant fireman had been superseded; in fact, the firing ought not to be left to the fireman but should be supervised and managed by the works manager. If this were done we might hope, he said, for a revival of the pottery industry in this country, and to get a little ahead of our Continental rivals.

Quite one of the events of the last month in the Potteries was the rejoicings which took place on Wednesday, April 4, at Tunstall, when the friends and employees of the prominent firm of Booth's, Ltd., of Silicon china fame, met to do honour to the founder of the business, Mr. T. G. Booth. Two years ago Mr. Booth retired from the actual management of the business, being succeeded by Mr. C. H. Bowers, although he retains the chairmanship of the board of directors. A presentation was then arranged, which for various reasons had been postponed until now. The gifts consisted of a lovely silver centrepiece and an illuminated address enclosed in a silver casket. The presentation was made by Mr. C. E. Green, one of the London directors, and Mr. Booth, in a feeling response, attributed the success of the business in a great measure to the cordial assistance he had always received from his workpeople and officials, a continuance of which he bespoke for his successor in the management, Mr. Bowers. Mr. Booth, it may be added, has taken a considerable part in public life in Tunstall, and was at one time its Chief Bailiff for a period of three years.

Within the past week or two a heavy crop of additional magistrates has been created in the North Staffordshire towns, and the names of a number of gentlemen connected with the potting trade have been placed upon the commissions. Mr. Geo. Elliot Meakin, one of five new magistrates created for Hanley, is a member of the firm of Messrs. J. & G. Meakin, of the Eagle and Eastwood Potteries, Hanley, and son of a gentleman whose name will ever be honoured in the county borough for his philanthropy and public service. Mr. G. E. Meakin is following closely in his father's footsteps, and most readily identifies himself with public and charitable movements at all times, while by his workpeople he is regarded with the warmest affection. Mr. Wm. Machin, of The Beeches, Longton, one of the new magistrates for

the china-making town, is one of the partners in the firm of W. A. Adderley & Co., Daisy Bank Pottery, and a prominent Nonconformist. At Burslem the commission has been returned from the Lord Chancellor with the additional names of Councillor Noah Parkes and Alderman Thos. Edwards, both of them prominent labour leaders and officials of the Potters' Union. Mr. Parkes also holds the responsible office of secretary to the North Staffordshire Trades and Labour Council.

The dispute in the sanitary trade still remains unsettled. About 120 men altogether are on strike at the two potteries at Armitage and Tunstall. Much correspondence has been published on the subject of the dispute from a perusal of which one is forced to the conclusion that the men have taken action overhastily on a matter which if dealt with more discreetly on their part need not have led to a rupture at all. It is to be hoped that a settlement will be speedily arrived at.

Mr. James E. Dean has retired from the firm of Messrs. Dean, Rogers & Oakes earthenware manufacturers, Ranelagh-street, Hanley. The business will be continued by Mr. Samuel Rogers and Mr. Samuel Oakes, the remaining partners, under the style of Messrs. Rogers Oakes & Co. A lovely Minton dessert service has been presented to the late member of the Stoke constituency, Mr. W. H. Coghill, by his supporters.

STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

THE glass trade of the Midlands generally, though not brisk, except in a few special departments, may be reported as fairly good, taking into account the continued competition to which it is exposed from abroad. Time was when that competition could be regarded as a negligible quantity; but it has reached huge dimensions, and has not ceased to extend its borders, to the great detriment alike of British workers in glass and their employers, many of whom have been driven out of business, and their men reduced to the position of general labourers, or compelled to seek a living in the glass-works of the United States of America. The glass trade in the Eastern States, it may be parenthetically remarked, will have received a great stimulus from the awful catastrophe in San Francisco and the smaller cities in California, the breakage of glass of all kinds being, of course, enormous. Whether the extraordinary demand will benefit this country remains to be seen. Quantities of plate, sheet, and ordinary window glass could be exported, as well as glass for household use, with great celerity, but there are heavy duties to face. The next few weeks will show what can be done. It is, however, certain that the call upon the works situated within the United States for glass of all kinds will be abnormally heavy, and it is probable that English glass makers and cutters may have offers of employment. That employment will be only of the nature of a spurt, and any of our men tempted to emigrate may find themselves stranded in a foreign land, even if the labour laws against imported workmen are relaxed to meet the extraordinary circumstances.

Coming to our own glass manufacturing districts, we find that Stourbridge keeps up its high reputation for the production of the finest and most artistic goods. Light-stem wines, clarets, and champagnes are taking well, especially in London and such cities as Glasgow, Liverpool, and Belfast, and in the more fashionable of the health resorts frequented by people of wealth and taste. Claret jugs, too, in which the art of the cutter is seen more in the quality than in the quantity of the workmanship, appear to be in favour—more so than the ordinary decanter. Other table ware, in tumblers, epergnes, &c., of the highest excellence, finds customers. Pressed goods can hardly be said to have been in active demand during the past two months, but there has been a sensible improvement since the middle of April, and it is hoped it will be continued for some time. Common cut goods are rather neglected by buyers; those that come to Stourbridge to look through the warehouses selecting glass of higher quality in shape and ornamentation. Local readers will not need to be told that the Tutbury Glass Works have been bought by Messrs. Webb & Corbett, of Stourbridge. The latter gentleman had an intimate connection with them for some time. Tutbury has had a good reputation for the character and quality of its glass in colour and shapes, and in days gone by turned out some of the best cutters in the kingdom.

In Birmingham the glass trade during the past two months has been moderately good, and present prospects for some branches are satisfactory; as, for instance, in Murano glass at Spon-lane, despite Continental rivalry. In fancy glass for electric lighting purposes trade there has been fair activity. Not very many people are fully aware how long Birmingham has been a seat of glass manufacture. Even in ancient Roman times something was being done, as was proved by Mr. G. Bernard Benton on March 1 at a lecture he gave before the Archæological Society of the city on "Early Earthworks, Dykes, and Hollow Roads of the Upland of Barr and Sutton Coldfield." He exhibited some interesting "finds," including specimens of scoria, pottery and glass smelting, one of them being a portion of a crucible that had evidently been subjected to great heat, and on which were fragments of clear glass of greenish hue. Additional interest would have been given if the specimens had included even a fragment of a manufactured article, however rude in form. The Birmingham glass maker of modern times works under very different conditions to those prevailing amongst the artificers of ancient Rome. The cutters of the city have had rather quiet times of late, owing to the fact that the demand for table ware fell off after the New Year came in, as is usually the case. They had done some work for silversmiths and electro-platers, and, as before, part of it was on glass made in Belgium and France, in scent bottles, small dishes &c. With the colonies little business is being done, and in this connection it may be mentioned that at the next, the sixth, congress of Chambers of Commerce of the Empire to be held in July, in London, the delegate from Newcastle (New South Wales) will move a resolution to alter the standard charter-party so as to deal better with the question of liability (for breakage, &c.) and costs of arbitration, and urging shippers of china, glassware, &c., "to use more care in the packing and stowing of this description of cargo, so that the present serious losses owing to breakages may be minimised." The responsibility for these damages lies or should lie on the stevedores or their employers. Goods as despatched from either pottery or glass works will be properly packed in the barrels and cases. Some attention is being given here and elsewhere amongst glass manufacturers to the report of an invention by a Nuremberg gentleman named Fourcault, for the production of plate-glass, which it is asserted will revolutionise the trade. So far it will not interfere with the manufacture of large sheets such as those required for the windows of high-class shops. More will be heard of it, for, according to a consular report, a syndicate has been formed to work the patented invention. Should M. Fourcault's scheme accomplish what is expected of it the trade in the smaller sheets will indeed be revolutionised.

During the month just closed the annual meeting of the shareholders of O. C. Hawkes, Ltd., of Birmingham, manufacturers of all kinds of coloured leaded lights, bevelled glass, mirrors, &c., was held at the Grand Hotel in that city. Mr. O. C. Hawkes, who presided, moved the adoption of the report and balance-sheet, which showed that the net profit amounted to £11,659 4s. 7d., which, after

the usual allowances, &c., enabled the directors to declare a dividend of 7 per cent. for the half-year on the ordinary shares, making a total dividend for the year of 6 per cent. The chairman remarked that satisfactory progress had been made, and the profits showed an increase over the previous year. This was owing to increased business, and confirmed the opinion expressed by him at the annual meeting last year, that they had reached rock bottom in prices. He was glad to be able to report that the market showed a decided upward tendency. The report was adopted, and the dividend recommended formally declared. The retiring directors (Messrs. J. Courtenay Lord and L. C. Docker) were re-elected, as were also the auditors (Messrs. F. W. Smart & Sons).

In Lancashire there is a slight change for the better to report so far as flint glass is concerned, and also as regards fancy articles in coloured glass. In Warrington, however, business is quiet on the whole, and the immediate prospect is not very cheering. Manchester houses, on the other hand, are more brisk. The proprietors display much energy and enterprise in pushing the table trade, and also that dealing with fancy articles in crystal and coloured glass. The pressed ware of the city, as for long years past, is in good repute not only among home buyers but by shippers. There is a steady demand for machinery-glass for the cotton and silk mills. A curious fact has come to light in a corporate town forming a suburb of Manchester—Eccles to wit—namely, at the destructor works of the sanitary department 250 tons of old glass bottles are dealt with annually, and that more than 6,000 bottles were sold to be re-used, the price being a penny per dozen!

In St. Helen's the state of trade varies. The manufacture of plate-glass goes forward with energy, and especially in the largest sheets required for public buildings, shops, &c., and prospects for the summer are good. On the other hand, though the bottle-glass makers are busier than they were, their branch of the manufacture cannot be reported as up to its usual standard for the time of year. The spring, though dry and occasionally sunny, has been characterised by cold winds, and this has checked trade very seriously. Glass flatteners and benders are getting more employment, a percentage as regards the latter from motor-car builders and shop-front makers; but more orders could easily be dealt with. Some of the best of those to hand are from Liverpool. The flint glass trade of St. Helen's, once so extensive and important, cannot be reported as active.

In last month's POTTERY GAZETTE we gave particulars of the state of the Yorkshire glass bottle trade, and now have to add later particulars. In the latter part of March an agreement for the current year was effected, as between masters and men. It was decided that the wages and the working conditions should be the same as were in force in 1904, which means that several new proposals put forward by the former have been waived, and that there will be no further reduction of the wages of the men; at all events whilst the agreement remains in operation. It requires to be explained that the agreement only applies to Yorkshire, Newport (Wales), Canning Town (London), and Blaydon-on-Tyne (Durham). At the time of writing negotiations are going forward with other centres where the manufacture of bottles is carried on, and there is reason to hope that by the time this number of the POTTERY GAZETTE is in the hands of subscribers all differences will have been adjusted. In reference to the curious dispute between the Pontefract Poor Law Guardians and Castleford glassmakers (who, being out of employment, had been given test work) that declined to make jars, &c., by machine, it may be stated that they are now working. As to Castleford, for many years it has been a centre of the bottle-blowing industry, and had quite a reputation for the making of those large bottles used for the storage of vitriol and other powerful acids. A quarter of a century ago or so, there were twenty-two glasshouses in the town and suburbs, now there are only five, owing, it is asserted, to foreign competition. Lately there was some complaining in the district (where there are large and numerous collieries) for the removal of the export duty on coal. A leading employer pointed out that English coal is largely used by the glass bottle manufacturers of Belgium, who sent vast quantities of their productions to this country, even though the fuel they use is taxed to the extent of a shilling per ton, and that the removal of the duty would only enable them to fight our glass trade with still greater success. Since that was shown the clamour has ceased. Yorkshire manufacturers report a fair demand just now for mineral water bottles, and "crown-corks" are meeting with ready sale, yet the general trade cannot be described as active. There is, however, an improvement at Castleford, Leeds, and Wakefield, but no change of moment at Thornhill.

In York itself the demand for bottles is not active, yet a moderate business is being done, and also in flint glass for scientific purposes, for the production of which the city has long had a high reputation. The output generally is not up to the average of the last five years. A good summer and autumn trade is, however, looked for with some confidence.

In Northumberland and Durham trade cannot be described as brisk; indeed, some branches are dull. Pressed tumblers, sugars, salts, and dishes are quiet generally, and the bottle manufacture is not up to its usual standard for the time of the year. So far as ales and minerals are concerned, the demand is adversely affected through the continuance of ungenial weather. A change to ordinary spring temperature, it is believed, would bring about the placing of orders from bottlers and aërated water manufacturers.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

WE had well on for three weeks of fine, dry weather, from about the beginning of April onwards, and this unwonted meteorological good fortune had its effect on the retail houses of the china, glass, and general crockery ware trades. More especially was this in evidence throughout the high-class saloon businesses of the big centres, which by that time had not begun to be depleted of the better sort of customers, due to the annual migration to country and coast quarters, though the advent of that same migration was then drawing near. Considerable benefit was felt, and it has been very welcome, being the first experience of the kind for a long time. The most was made of the opportunity, both by the retail merchants and their customers. This was just as well, for since the weather broke again, bitter cold has been the rule, with the effect of bringing back the old quietness in even increased degree, for now by this time the earlier of the migrating families have begun the out-of-town movement.

The month of May has been discounted beforehand as a distinctly quiet time for these city retail businesses, owing to so many more customers taking their departure on the same annual errand; but there is some hope discernable. The annual term flitting falls in at the end of May, and during June, when the removing families are getting things in order within their new abodes, there

will, as usual, be some considerable call for china, glass, and earthenware, to make good the losses by breakage or otherwise in transit. This class of custom comes not from the upper grades, who change their city domiciles comparatively very seldom, but from the lower-middle and artisan classes, the great bulk of whom change frequently, and do not go to country quarters at all. Reports from the retailers of the smaller towns and rural places are (on a proportionate scale) of the same sort as the foregoing. To them, also, will June (after the house removals are over) bring some increased business.

The stocking of the coast retail merchants for the season, soon now to begin in earnest, has been the work chiefly occupying the time of the wholesale merchants during the month of April. They are now well through with this, and the general estimate on the part of these wholesale providers is that this year the sales in that particular direction show an improvement, as compared with the experience of the two preceding springs. This is satisfactory so far, but we need to wait till the end of the season itself to see whether the increased call has been justified. At the same time the wholesale dealers and their travellers do not report so favourably as regards the demand from some of the other parts of the country. From the cities and larger towns, for instance, orders have been coming away but stiffly, and not in the bulk expected. However, from the agricultural quarters and the coast fishing centres business demands have been of rather a better sort, and there is the chance of this continuing for the next few months to come.

On the whole, the outlook in those industries of ours in Scotland, though by no means bright, is not devoid of encouragement. Over the whole of the pottery works and glass works of the country there is as yet heard no rumour in the way of any disagreement between masters and men. There is a not unreasonable prospect of this comforting condition being continued. On Wednesday, April 25, the Scottish Trades Unionists' annual gathering began sittings at Greenock, the chairman laying stress on a compulsory restriction to eight hours a day all round; but there is always froth of a kind at these inaugural addresses, and very little serious attention is paid to it.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN MARCH.

THE Board of Trade publish their usual report, based on information obtained from employers, employers' associations, trade unions, and other sources. From this it appears that employment in the glass trade in March was only moderate, and worse than a month ago, though better than a year ago. In the pottery trades it was fairly good in the English potteries, and better than in February, but in Scotland it continued only moderate.

GLASS TRADES.—Employment with glass bottle-makers was dull, and worse than a month ago and a year ago. It was, however, fair at Glasgow, and improving at Leeds, Wakefield, and Dublin. With makers of medicine bottles at Glasgow employment was bad.

Employment with flint-glass makers was fairly good at Stourbridge, fair at Barnsley, Birmingham, and Glasgow, and bad at Warrington and Dudley. With flint-glass cutters employment, on the whole, continued quiet. With sheet-glass makers and flatteners at St. Helens it continued good. It was slack with pressed glass makers in the Tyne and Wear district, though slightly better than last month. With plate-glass bevellers and silverers at Birmingham it was fair. Employment with glass blowers in London continued good.

POTTERY TRADES. — In Staffordshire employment generally was fairly good, and better than a month ago and a year ago. At Newcastle-on-Tyne it continued fair. At Swadlincote (Derbyshire) half the factories only worked four days per week. In North Devon employment was fairly good at Barnstaple, but moderate at Bideford; in South Devon it was quiet at Bovey Tracey, and slack at Kingskerswell and Kingsteignton.

In Scotland employment generally continued moderate, but was better than a year ago. At Glasgow employment continued dull with tobacco-pipe makers.

The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

DEAN, ROGERS & OAKES (Samuel Rogers, Samuel Oakes, and James Ernest Dean), Ranelagh-street, Hanley, earthenware manufacturers. March 10. Debts by S. Rogers and S. Oakes, who continue as Rogers, Oakes, & Co. (April 10.)

Notices as to Winding-up: Petitons: Orders; and Official and other Notices in connection with Public Companies.

CERAMIC ART CO., LTD. Meeting, Wain & Harris's, Moor-house, Burslem, May 4 at 11, for the accounts of the winding up.

CHAPMAN & SONS (Stoke-on-Trent), LTD. Meeting, C. E. Bullock's, 17, Albion-street, Hanley, liqr., May 4 at 10, for the accounts of the winding up.

SOWERBY (GEORGE) LTD. Meeting, Holmes, Spence & Co.'s, 10, Royal-arcade, Newcastle-upon-Tyne, May 21 at 3, for the account of the winding up.

Notice of Release of Trustee.

GEE PHOEBE E., Belvoir-road, Coalville, Leicester, china dealer. Tr., Frederick Stone, Derby, O.R.

Notice of Dividend.

COOPER ARTHUR G., 12, Exmouth-street, Clerkenwell, china dealer. First and final, of 10¼d., at Bky. Ct., any day except Saturday.

Notice of Intended Dividend.

BOVETT JOHN, Walthamstowe, St. Mary Church, and the Rotunda, Torwood-street, Torquay, china dealer. Claims to A. E. Ward, Exeter, O.R.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. *P. G.*)

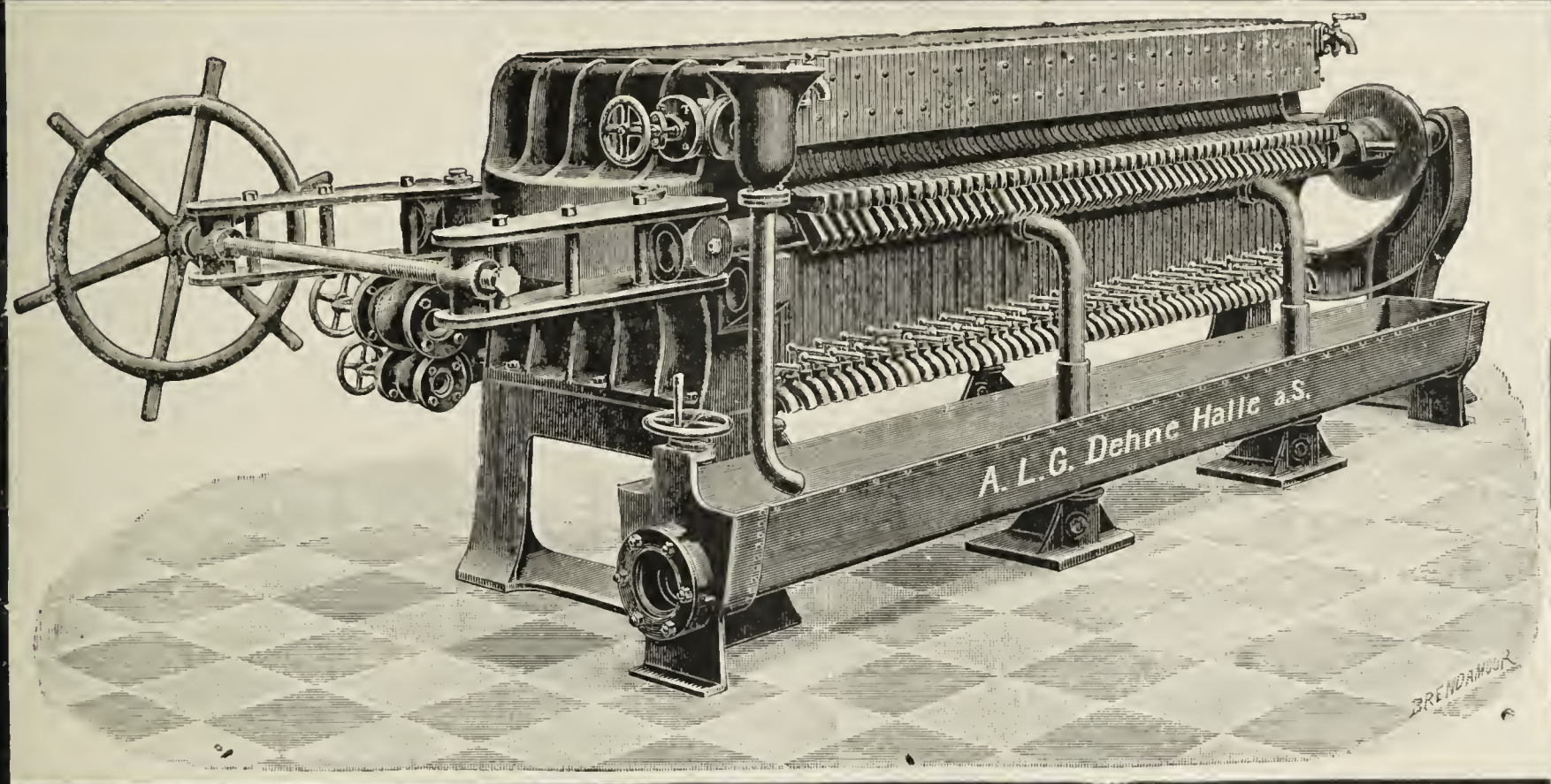
BEVINGTON GEORGE, trading as the Potteries China and Earthenware Co., Foundry-street, Hanley, and residing at Hartshill, Stoke-upon-Trent, china and earthenware merchant. Dated April 2. Filed April 9. Liabilities unsecured, £136 10s. 1d. Property, after deducting secured claims, £45. Tr., Thomas W. Hayes, Hanley. The following are creditors:—New Hall Pottery Co., Ltd., Hanley, £10; Taylor & Kent, Longton, £14; Royal Art Pottery, Longton, £17; T. Forester & Sons, Ltd., Longton, £52; M. Bevington, Manchester, £15.

CLARKE JAMES WM., 19, Chapeltown-road, and 55c, North-street, Leeds, glass and china dealer. Dated March

FOR THE EFFICIENT TREATMENT OF YOUR CLAYS AFTER WASHING

USE
A
"DEHNE"

FILTER-PRESS



Don't use antiquated presses that waste valuable hours every day in opening, emptying, closing, and re-starting. That style of thing was all very well for your grandfather, but it isn't good enough for you. Why is it

ANTIQUATED MACHINERY.

that German and American firms are forging ahead so rapidly? Simply because they insist on having the very latest and most improved type of machinery. A press that does double the work in half the time, and that is the very embodiment of

FOREIGN COMPETITION.

simplicity, would soon pay for itself even if it cost double the price that it actually does. Our machines were adopted for the Cyanide Process of Gold-Extraction in Australia and elsewhere, after most exhaustive trials, and are in use in nearly all the leading Chemical, Paint, Colour, Soap, &c., Works, both in this country and on the Continent, and also in the Continental Potteries.

Write at once for Catalogue No. 6.

C. HARZER & CO., FINSBURY PAVEMENT HOUSE, LONDON, E.C.

16. Filed March 22. Liabilities unsecured, £368 1s. 11d. Property, after deducting secured claims, £175 3s. 2d. Tr., Charles S. Holliday, 4, Greek-street, Leeds, I.A.

Craig William, china dealer, &c., 133, Stranmillis-rd, Belfast, Prefcrential creditors, £31 17s.; liabilities, £476 14s.10d.; assets,£302 3s. 1d. At the meeting of creditors held on April 3 at 10, Arthur-street, the creditors were of opinion that the debtor should pay a composition of 10s. in the £, covering a period of fifteen months, the debtor to make weekly lodgments of £4 to meet the composition.

Bankruptcy Proceedings.

Lowin William Henry, 58, High-street, Cheshunt, Herts, china, glass, and hardware dealer, &c. The Official Receiver, Mr. Cecil Mercer, has just issued a further report to the creditors in this case showing the position of the estate at the date of declaring a first and final dividend, and his application for release. The receiving order was made on a creditor's petition, the act of bankruptcy alleged being that, with intent to defeat and delay his creditors, the debtor absented himself from his dwelling house and business premises. The bankrupt has not now surrendered under the proceedings, and it has been ascertained that he has left the country. At the first meeting of creditors the Official Receiver remained trustee of the estate ; and upon his application certain persons, including the bankrupt's wife, were examined before the Court, when it was disclosed that a few days prior to the bankruptcy the bankrupt received a sum of £350. The furniture at the debtor's private residence was claimed by his wife on the ground that the major portion of the goods were acquired by her prior to the coming into operation of the Married Woman's Property Act. No statement of affairs was lodged. The Official Rcceiver in his accounts now shows that the net realisations (including stock-in-trade £134, furniture £24, and book debts £23) have amounted to £182 17s. The payments have been :—Board of Trade fees, £20 17s. ; law costs of petition, £29 2s. 8d. ; broker's and auctioneer's charges, £17 18s. ; costs of possession, £12 2s. 5d. ; shorthand writer, £10 ; and other small items, making the total costs and charges of administration, £102 13s. 2d. From the balance there has been payment to preferential creditors £2 18s. 4d., and a first and final dividend now declared of 4s. 1¼d. in the £ on £376 11s., the amount of the admitted claims of the unsecured creditors absorbing £80 3s. 10d. and balancing the account. The Official Receiver adds that the debtor's freehold property at Cheshunt realised insufficient to satisfy the amount due to the mortgagees for principal, interest, and costs.

Phillipson Wm. Thos., 37, Market-street, Cleethorpes, ironmonger, and glass, china, and fancy goods dealer. R.O., April 7. Adj., April 7. First meeting, O.R.'s, Great Grimsby, April 28. Exam., Town Hall, Great Grimsby, May 3 at 11.

Schaeffer Frederick (trading as F. Schaeffer & Co.), china, pottery, and glassware exporter, &c., 118, Queen Victoria-st., E.C. The debtor filed his petition on March 20, and the statutory first meeting of his creditors was held on April 4 at the London Bankruptcy Court, before Mr. Walter Boyle, Assistant Receiver. It appeared from the debtor's statements that he was a German by birth, but had for the last twenty-seven years been a naturalised British subject. He began business in 1883 with about £2,000 free capital, and until 1894 traded as a wholesale watch importer. In that year he sold the business to one F. W. Pudney, who continued the trading until 1899 under the style of Schaeffer & Pudney. In 1899 Pudney failed, and he (debtor) lost about £1,200 in connection with a guarantee of Pudney's banking account. Altogether he incurred a loss of £6,000 over the business. Since 1894 he had carried on a general import and export trade on commission, the goods in which he principally dealt consisting of china, pottery, glassware, &c. During the last ten years his expenditure had averaged £700 a year, which sum, he believed, was more than his profits warranted. A private meeting of his creditors was held in January last, when a statement of affairs, prepared at the request of his father-in-law, a creditor for a considerable amount, showed a deficiency of £13 12s. 4d. He had kept the usual books of account necessary for his business, but a balance-sheet had not been prepared for many years. The debtor attributed his failure to recent losses in trade, his household and personal expenses, interest on loans, and borrowed capital, and loss in connection with the watch importing business. No statement of affairs was filed, but the debtor estimated his liabilities at £15,000 and his assets at £655. He submitted no proposal, and it appeared that he had been adjudged bankrupt. A resolution was passed for the appointment of Mr. E. H. Hawkins, incorporated accountant, 3, Barbican, E.C., as trustee, to wind up the estate with the assistance of a committee of inspection. The public examination is fixed for May 1. Appended is a list of the principal proofs of debt lodged :—E. C. & A. Ackerman, £21 18s. 8d. ; Alexander Clark Manufacturing Co., £28 ; Boardman & Co., Ltd., £50 17s. 6d. ; W. H. Brown, £242 10s. ; G. Brace, £16 6s. 3d. ; W. T. Bell, £21 6s. 6d. ; G. D. Cossens, £200 ; Daniel & Arter, £38 14s. 3d. ; W. Devenport, £77 7s. 7d. ; De la Rue & Co., Ltd., £40 2s. 1d. ; Deakin & Sons, Ltd., £38 0s. 4d. ; Dyster, Nalder & Co., £133 12s. 8d. ; Dowdeswell & Dowdeswell, Ltd., £14 17s. ; S. M. Franck, £22 8s. ; G. Glanfield & Sons, £25 19s. 8d. ; W. R. Granville, £182 16s. ; Harrison Bros. & Howson, £18 12s. ; Hutton & Sons, Ltd., £37 16s. 8d. ; Hall & Sons, Ltd., £19 11s. 2d. ; Harris & Sons, Ltd., £36 0s. 1d. ; Howell & Co., Ltd., £45 7s. 3d. ; W. G. Hornby, £80 2s. ; Johnson, Durban & Co., Ltd., £51 7s. 6d. ; G. H. James & Co., £144 6s. 11d. ; J. L. Kuhn & Co., £21 7s. 3d. ; Mintons, Ltd., £48 15s. ; Mojou Mangen & Co., £109 15s. 2d. ; Marion & Co., Ltd., £43 4s. 7d. ; Mendoza, Ltd., £15 4s. 6d. ; Norton & White, Ltd., £42 7s. 6d. ; C. Neil & Co., £51 18s. 3d. ; Nautilus Porcelain Co., £15 19s. 6d. ; Priest, Morians & Co., Ltd., £46 15s. ; Robinson & Fisher, £39 18s. ; Royal Copenhagen Porcelain Co., £40 ; Roberts & Belk, Ltd, £15 1s. 9d. ; G. Strauss & Co., £29 0s. 6d. ; Singleton, Benda & Co., Ltd., £68 10s. 3d. ; F. Schlund, £63 ; Tonks, Ltd., £22 18s. 2d. ; Unite & Sons, £11 18s. 2d. E. Walser, £180 ; Zahn & Co., £404 6s. 11d.

Solon, Marc, the Villas, Stoke-on-Trent. A meeting of the creditors in this case was held at the office of the Official Receiver, Newcastle, on April 4. A receiving order was made on the debtor's petition on March 13, and he was adjudged a bankrupt the same day. The statement of affairs showed liabilities amounting to £808 3s. 9d., of which £749 3s. 9d. was expected to rank for dividend ; net assets £11 10s., showing £738 3s. 9d. deficient. Debtor attributed his failure to liabilities in a law suit. The affairs were left in the hands of the Official Rcceiver.

Tuck Geo. Charles and Jane Lois Tuck (trading together as G. & L. Tuck), Church-street, Tetbury, Gloucester, late china dealers, &c. A statement of affairs has been issued under this recent failure, showing gross liabilities amounting to £398 9s. 7d., of which £385 0s. 1d. is unsecured, and the assets are estimated to produce £92 0s. 10d., leaving a deficiency of £306 8s. 9d. The debtors attribute their present position to bad trade, keen competition, insufficient capital, losses arising from carrying on their late mother's estate, and through a bad speculation in reference to a patent in 1901. The Official Receiver reports that the debtors, who are brother and sister, started trading in Tetbury about twenty-two years ago with a capital of £60. From 1897 to June, 1905, they also carried on a china business as executors under their late mother's

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will, but stated that they had never derived any benefit from it and were still liable for debts in connection with it. Their dealings with that estate appeared to require careful investigation. There were no separate books of account relating to the china business, nor was there any banking account. The banking account with reference to the clothing and outfitting business showed that the average turnover for the past three years had been about £500 per annum. The unsecured liabilities included three claims for money borrowed amounting to £165. There was no goodwill in the business, and steps would be taken to realise the stock-in trade as quickly as possible. The first meeting of the creditors was to have been held on April 3 at the offices of the Official Receiver, 38, Regent-circus, Swindon, but there was not a quorum present, and the estate remains with the Official Receiver.

WILKINSON, THOMAS ALFRED, glass and china dealer, 117, Oxford-lane, Warrington, Lancs. The receiving order in this case was made on the debtor's petition on February 20, and, according to the statement of affairs filed, the unsecured liabilities amount to £150 0s. 11d., and the assets are estimated to realise £57 1s. 10d., less £10 3s. 6d. for preferential claims, leaving net assets £46 18s. 4d., and disclosing a deficiency of £103 2s. 7d. The following are creditors :—Barker Bros., Ltd., Longton, £22 13s. 3d. ; Keeling & Co., Ltd., Burslem, £33 19s. 6d. ; Jos. Sudlow, Warrington, £36 : Star China Co., Longton, £13 1s.

New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

BLOWING DEVICES, No. 7,748.—Niederrheinische Glashütten Ges. m.b.H., and C. Krug. Improvements in and relating to finishing blowing devices. March 31, 1906.

BOTTLE, No. 7,315.—A. Potter. Self-locking bottle. March 27, 1906.

CONDUITS, No. 7,400.—C. T. Hutchinson. Improvements relating to the manufacture of conduits and other hollow objects. March 27, 1906.

DECORATING POTTERY, No. 6,533.—F. Hancock. An improved method for decorating articles of pottery and other wares. March 19, 1906.

DINNER PLATES, No. 6,182.—P. F. Towns. An improvement in dinner plates or other similar utensils. March 14, 1906.

DRAWING GLASS ARTICLES, No. 7,623.—O. Imray (Window Glass Machine Co., United States). An improved method of drawing hollow glass articles. March 29, 1906.

GRINDING MILLS, No. 8,424.—G. Ughetto. Improvements in grinding mills for clay and the like. April 7, 1906.

HOUSE SINKS, No. 7,127.—P. Cosgrove and T. Kelly. An improved letter lock for cycles and other purposes. March 23, 1906.

KILNS, No. 8,165.—J. Rappold. Improvements in or relating to kilns or furnaces with travelling hearths. April 4, 1906.

MOULDING, No. 6,187.—C. Whitehead. Improvements in machinery or apparatus for moulding sinks, fluted drainer sinks, slop dishes, quarries, seat blocks, building blocks, saddle tiles, and the like. March 14, 1906.

ORNAMENTAL GLASS, No. 5,915.—S. O. Cowper-Coles. Improved process for the construction of ornamental glass for windows. March 12, 1906.

POISON BOTTLES, No. 8,040.—G. W. J. Walker and H. J. W. Martin. Improvements in bottles and similar vessels intended to contain poisonous substances. April 3, 1906.

SINK OUTLETS, No. 8,372.—J. Crossley. Improvements in connection with sink outlets and the like. April 7, 1906.

SPITTOON, No. 7,367.—J. W. Mackenzie. (Haegle & Zweigle, Germany.) An improved spittoon. March 27, 1906.

SPITTOONS, No. 6,997.—R. Conrad. Improvements in spittoons. March 23, 1906.

STOPPERS, No. 7,644.—W. H. Bamlet and J. S. Nawrocki. An improvement in stoppers for poison bottles. March 30, 1906.

SUGAR BASIN, No. 8,367.—J. Fletcher. A portable sugar or other basin. April 7, 1906.

TEA AND COFFEE POTS, No. 6,288.—C. E. Burton. Improvements in tea and coffee and milk pots, urns, mugs, jars or other vessels and receptacles and the like. March 15, 1906.

TEA AND COFFEE POTS, No. 6,534.—J. Wallenkamp. Improvements in tea or coffee pots. March 19, 1906.

TILES, No. 6,918.—L. Popp and G. Weisheit. Improvements in the manufacture of tiles, slabs, and the like. March 22, 1906.

Specifications Published.

1905.

3,930.—Lake. (Heyl & Patterson, Incorporated.) Apparatus for conveying glassware into annealing leers.
15,440.—Jones. Ornamentation or decoration of pottery ware.
24,750.—Brewerton. Roofing tile.
25,094.—Wolf. Moulds for glass-blowing machines.
13,536.—Camelinat. Combination rose or flower bowl and jardinière.
27,227.—Morrison & Fischer. Machine for automatically segregating, measuring, and delivering molten glass.
5,357.—Bastian. Hermetically sealing electrical conductors into glass.
6,394.—Beighton. Bottle moulds and machinery for operating same.
11,261.—Rankin. Poison bottles.
20,168.—Childs. Bottles and like vessels.
20,519.—South & Duerden. Chimney pot.
6,533.—Bectlestone. Glass-rolling machinery.
12,495.—Chance & Chance Bros., & Co., Ltd. Wired glass.
12,628.—Chance & Chance Bros., & Co., Ltd. Wired glass.

Designs.

473,791.—M. Emanuel & Co., 41/2, Shoe-lane, E.C.
474,421.—Nestore & Co., Ltd., Crown-yard, Stanhope-street, N.W.
474,619.—D. & L. Speirs, Vittoria-street, Birmingham.
474,627.—Grimwades, Ltd., Stoke-on-Trent.
474,681.—E. G. Butler, 51, Soho-street, Liverpool.
474,682.—H. Williamson, Spencer-street, Birmingham.
474,683.—W. T. Copeland & Sons, 3, High-street, Stoke-on-Trent.
474,705.—M. Emanuel & Co., 41/2, Shoe-lane, E.C.
474,756.—Grimwades, Ltd., Stoke-on-Trent.
474,757.—J. Gething, 13, Caroline-street, Birmingham.
474,792.—J. J. Pilley, 167, Camberwell-grove, S.E.
475,031.—Corn Brothers, Albert-street, Tunstall.
475,032/6.—Henry Richards Tile Co., Tunstall.
475,123.—M. J. Adams, Scotswood-on-Tyne.
475,155.—Manuel & Webster, West George-street, Glasgow.
475,164.—M. Emanuel & Co., 41 and 42, Shoe-lane, E.C.
475,201.—D. & L. Spiers, Vittoria-street, Birmingham.
475,202.—G. Kirk, Prince's-street, Slough.
475,203.—L. de Beaune, 112, Boulevard d'Italie, Paris.
475,285.—Rhodes Tile Co., Ltd., Burslem.
475,286.—Burtles, Tate & Co., Poland-street, Manchester.
475,287.—R. F. Merriam, Minneapolis, Minnesota, U.S.A.
475,293.—A. E. Podmore, 256, Croxted-road, Herne Hill.
475,348.—Furnivals, Ltd., Cobridge.
475,349.—Grimwades, Ltd., Stoke-on-Trent.
475,350.—Henry Richard Tile Co., Tunstall.
475,351.—Kapsalls, Ltd., 8A, New-street, Birmingham.
475,366.—Johnsen & Jörgensen, Ltd., Bury-court, E.C.
474,758.—Godwin & Hewitt, Ltd., Victoria Tile Works, Hereford.
475,156.—H. J. Stockford, 102, Great Portland-street, W.
475,419/20.—Taylor, Tunnicliff & Co., Eastwood, Hanley.
475,504.—Synyer & Beddoes, 32, Vyse-street, Birmingham.
475,544.—F. H. Shorland, Stretford-road, Manchester.
475,545/50.—Marsden Tiles, Ltd., Burslem.
475,551.—H. T. Collins & Sons, 7, Thomas-street, Liverpool.
475,555.—C. E. Challis, The Homestead, Barnet.
475,603.—Corn Bros., Tunstall.
475,645/7.—C. Allerton & Sons, Park Works, Longton.
475,649.—J. Davies, 19/21, Sun-street, E.C.
475,684.—W. B. Johnson and H. L. Wethered, Castle-green, Bristol.
474,355.—H. G. Richardson & Sons, Glass Works, Stour-bridge.
474,921.—Falk-Stadelmann & Co., Ltd., Farringdon-road, E.C.
475,766.—J. H. Cope & Co., Stafford-street, Longton.
475,767.—J. Tams & Son, Stafford street, Longton.
475,768/9.—H. T. Robinson, Cannon-street, Hanley.
475,891.—Grimwades, Ltd., Stoke-on-Trent.
476,074.—Davies, Kent & Stewart, Ltd., 17, Berners-street.
476,075.—Marsden Tiles, Ltd., Burslem.
476,079.—Keeling & Co., Ltd., Dale Hall Works, Burslem.
476,129.—P. Jones, 252, Laird-street, Birkenhead.



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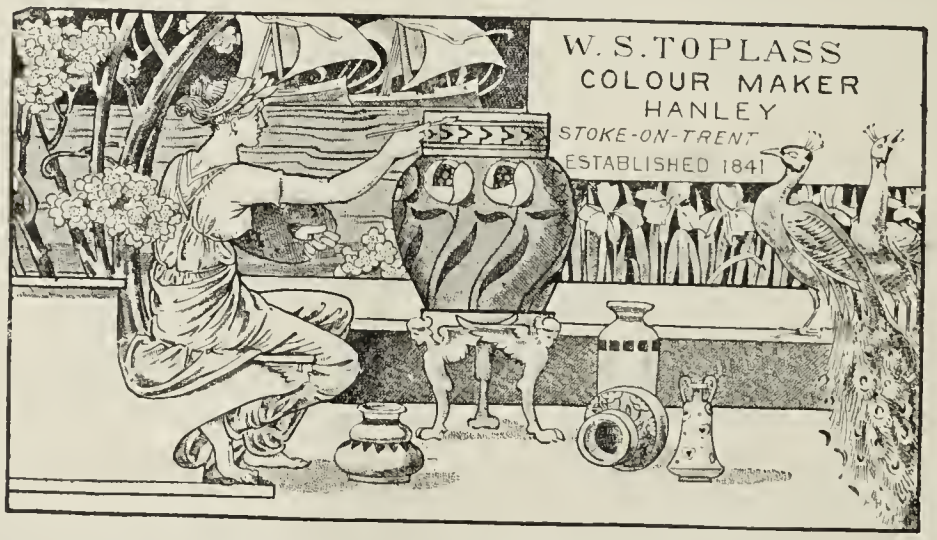
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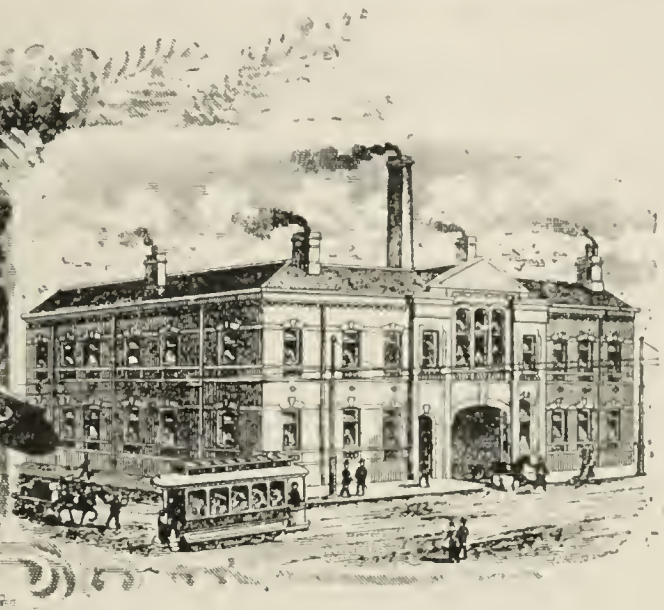
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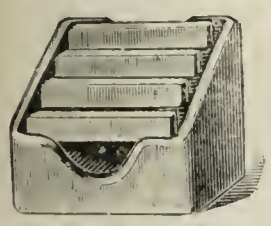
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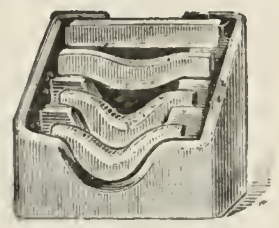


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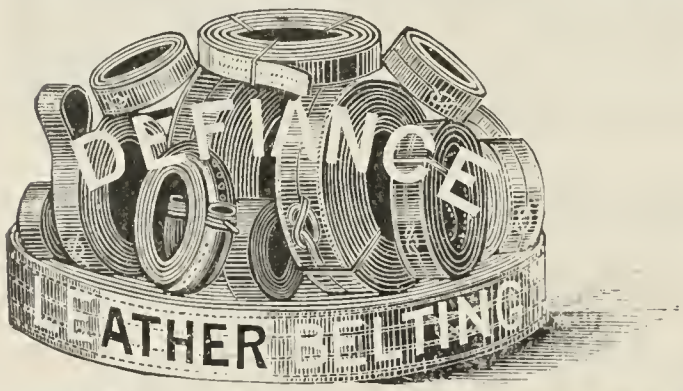
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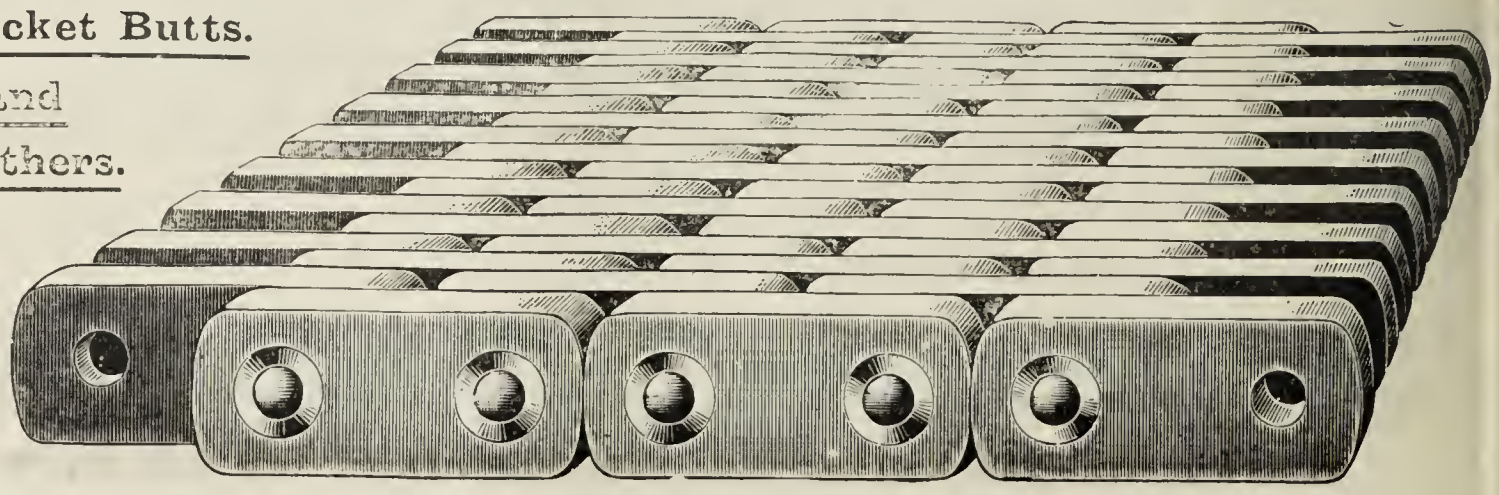
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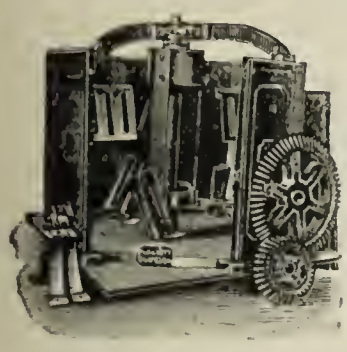
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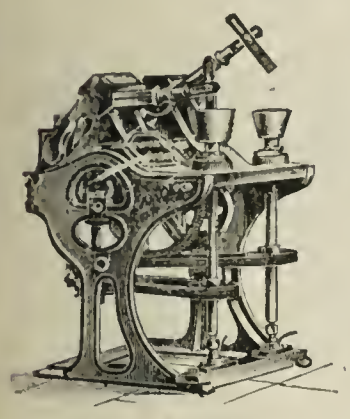
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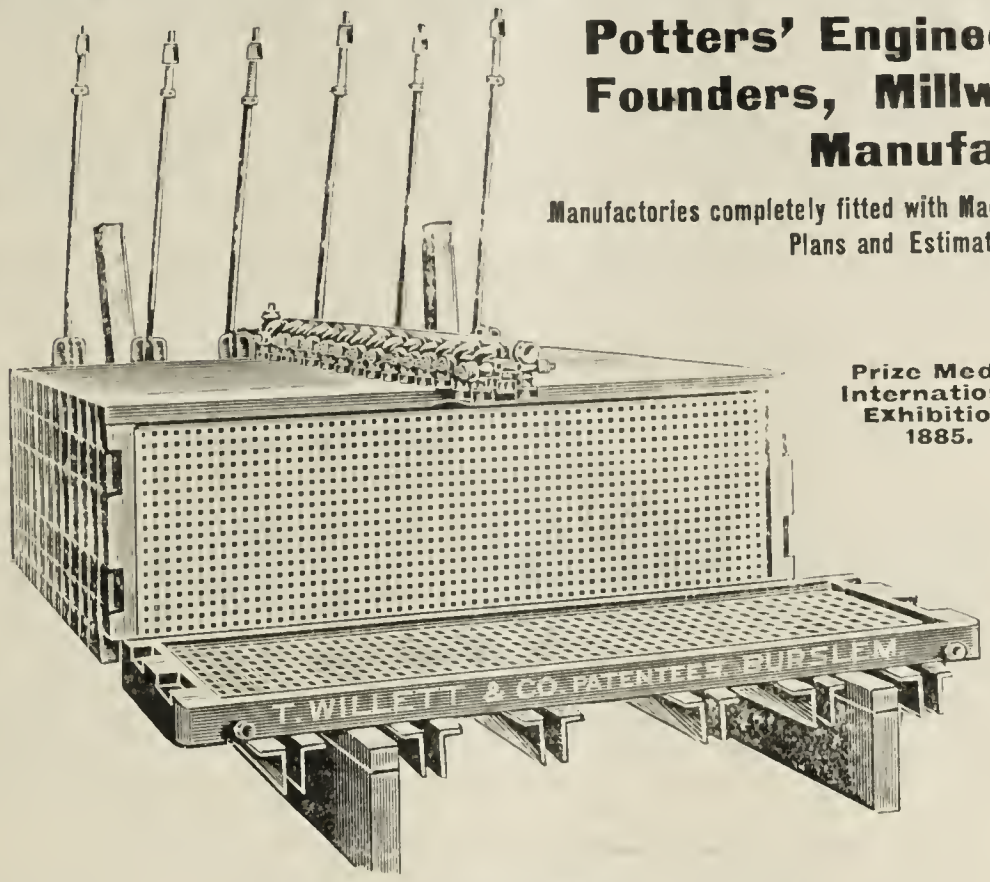
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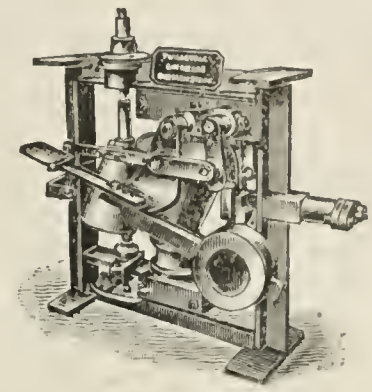


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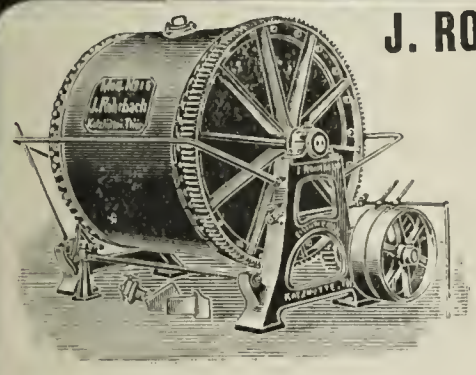
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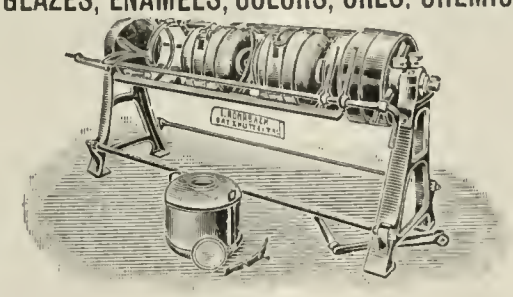
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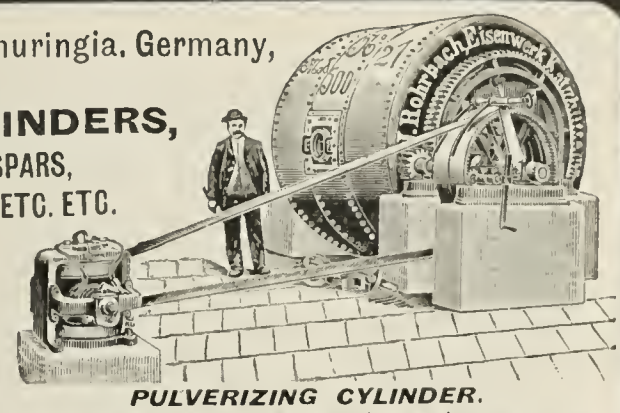
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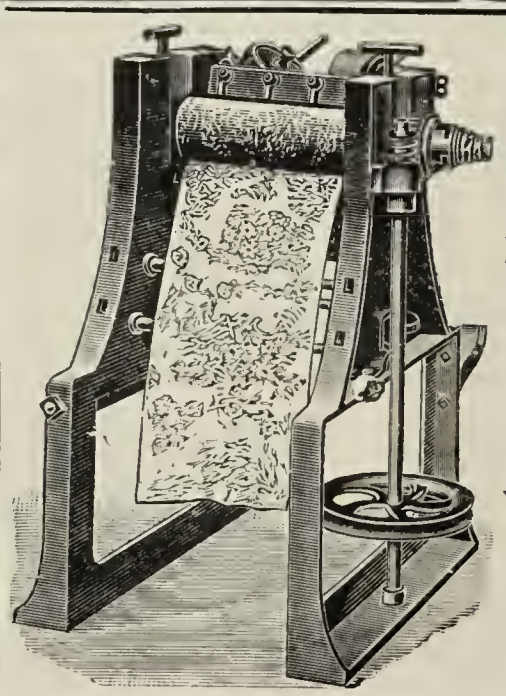


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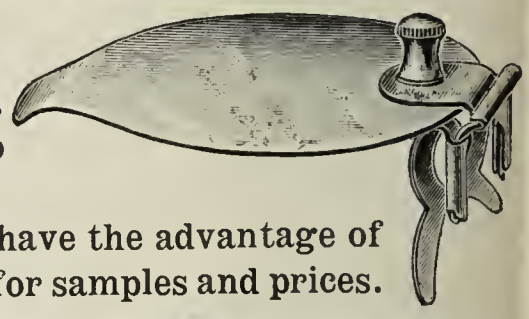
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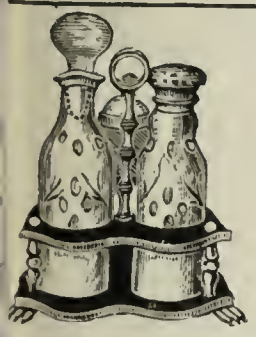
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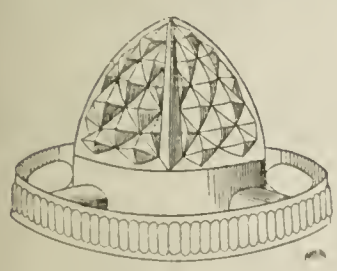
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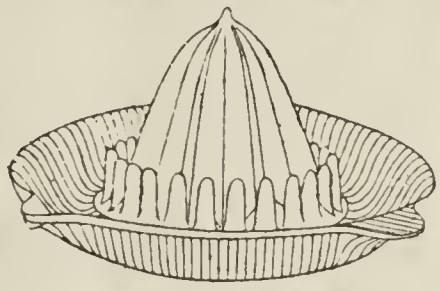
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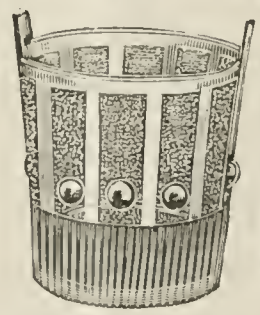
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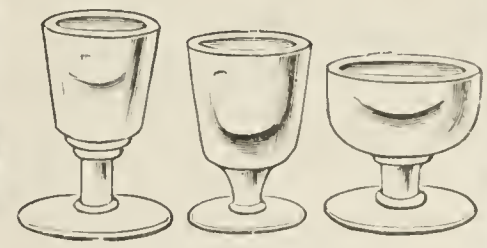
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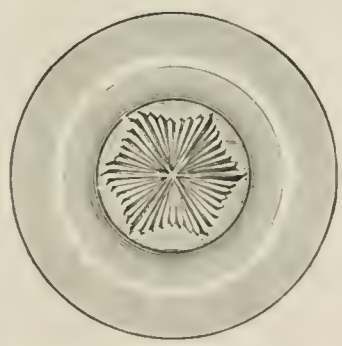
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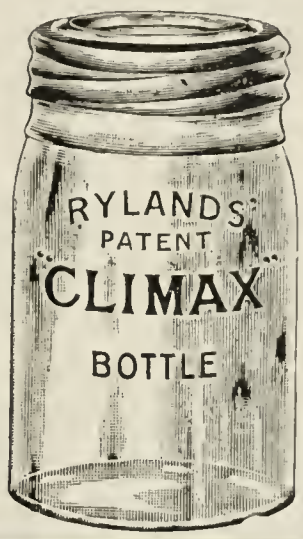
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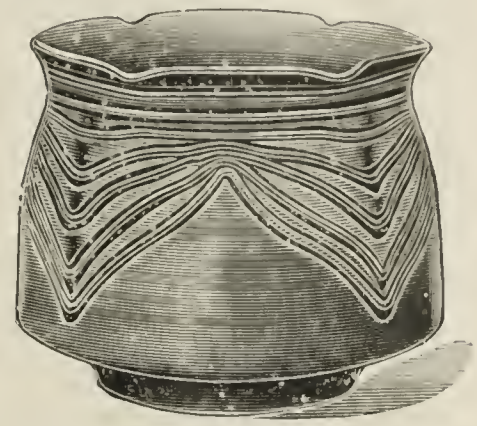
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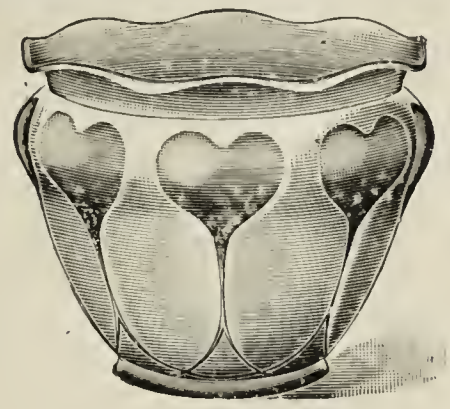
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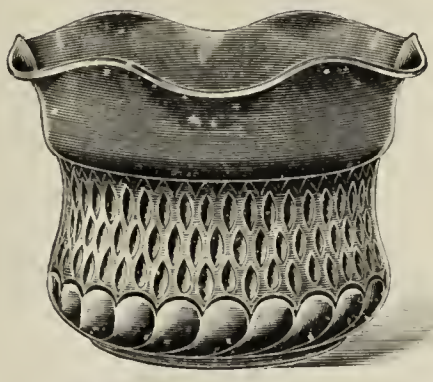
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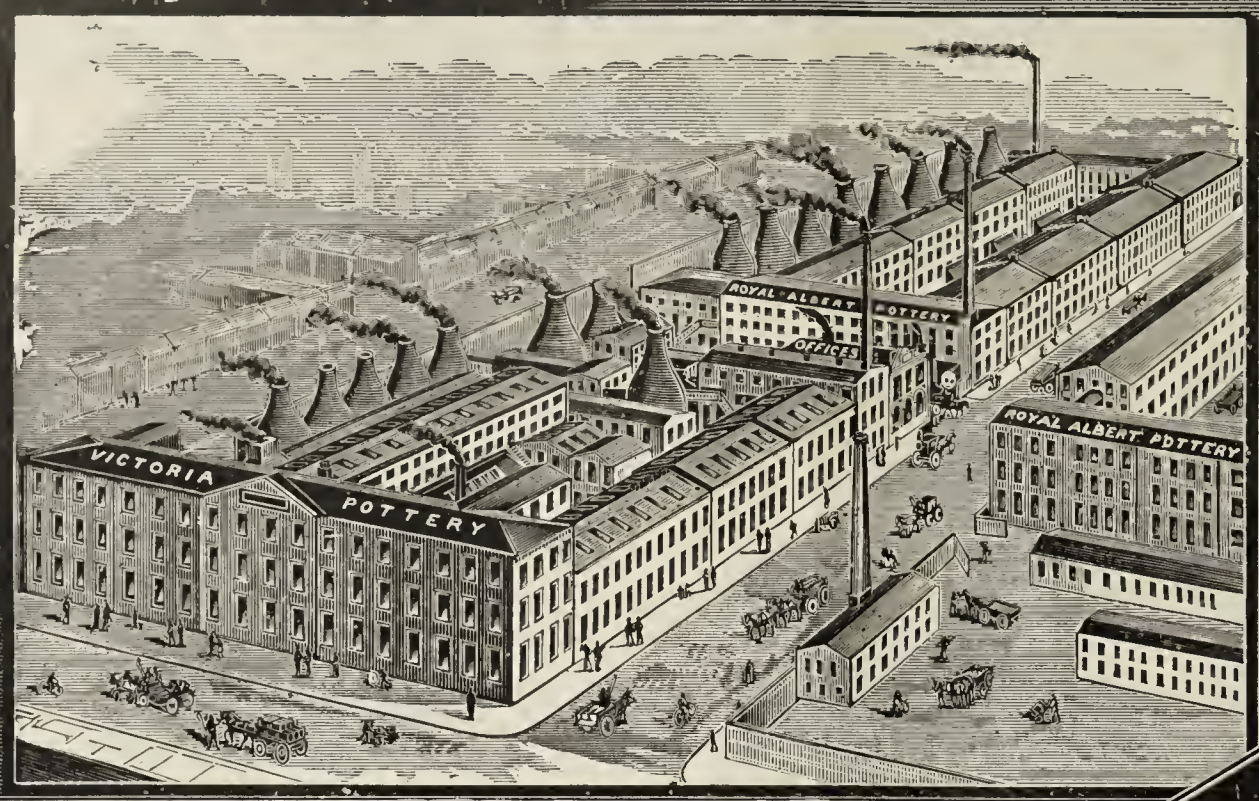
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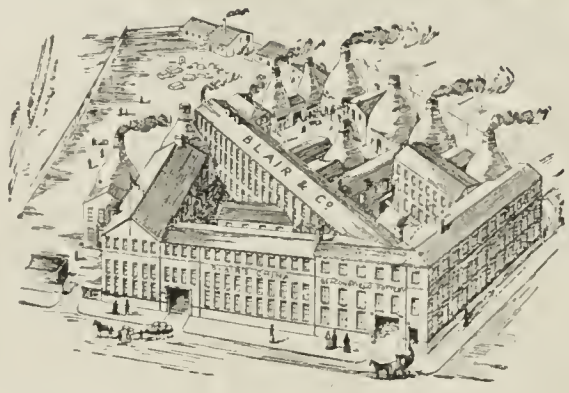
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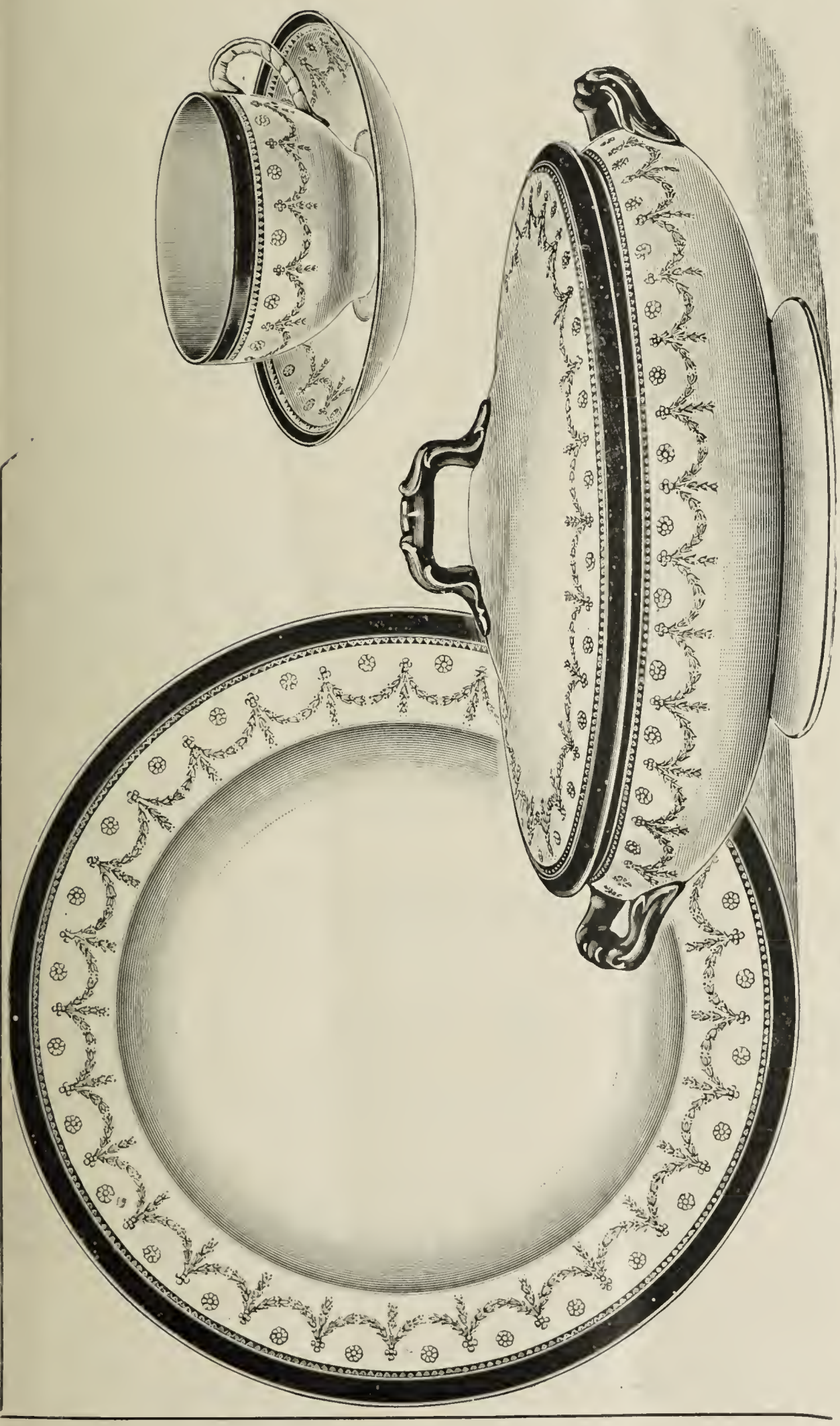
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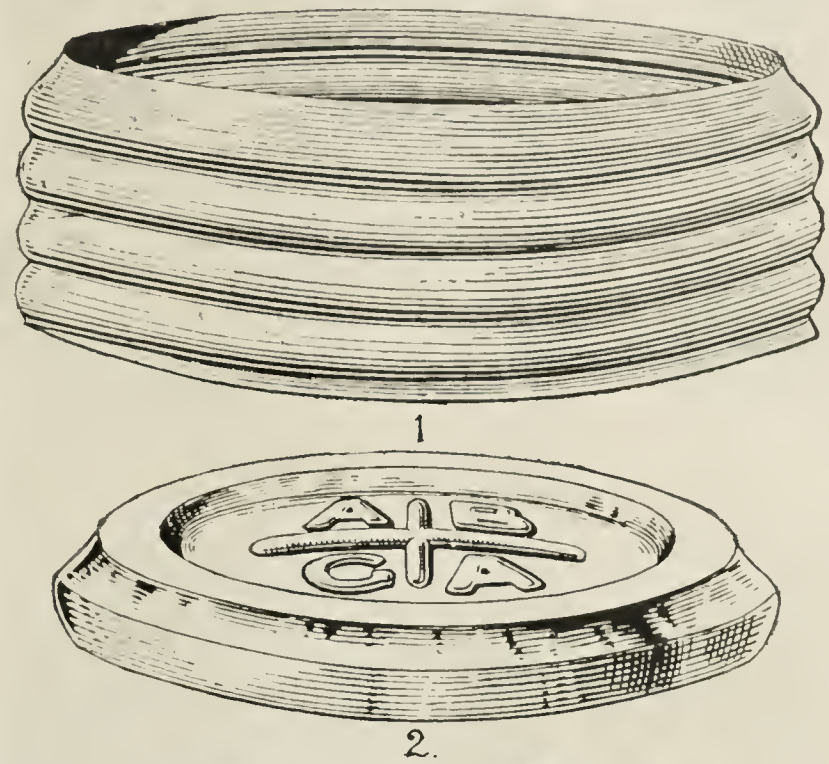
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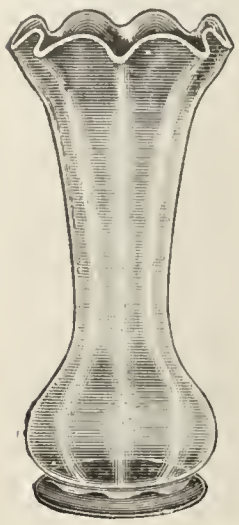
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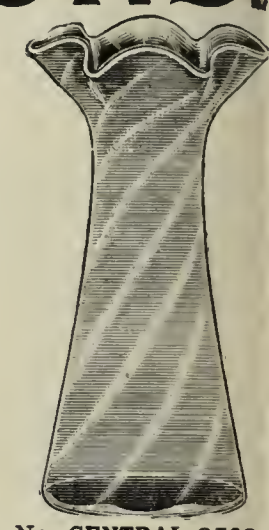
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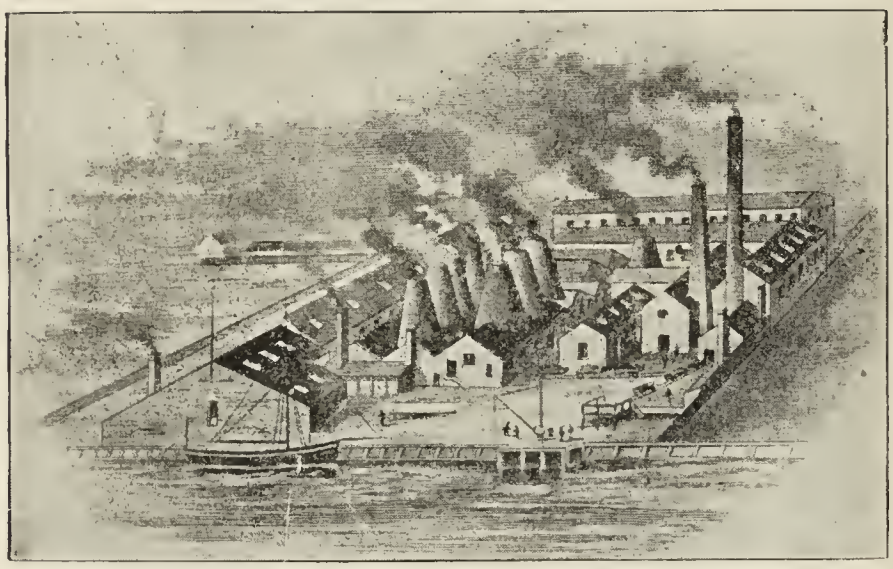
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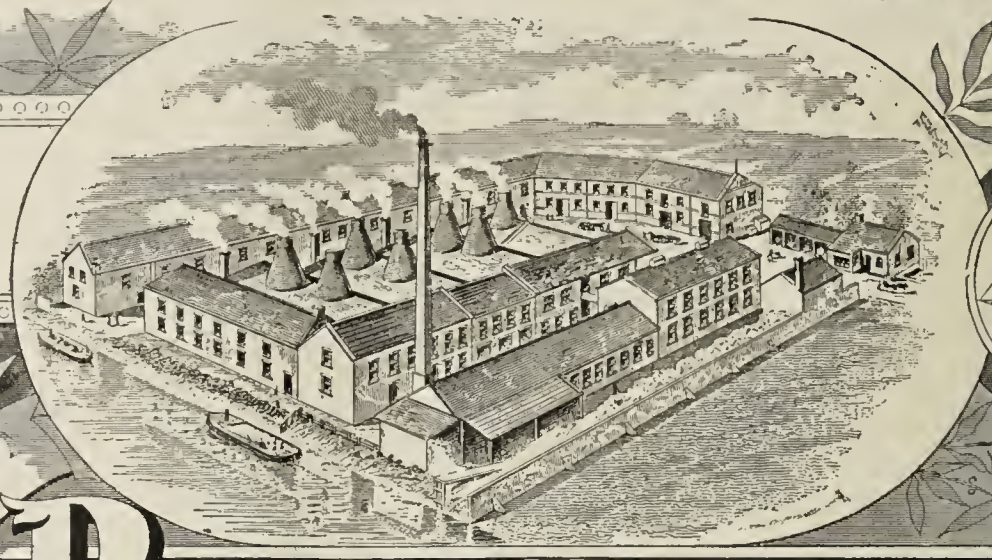
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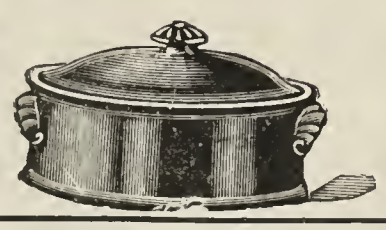
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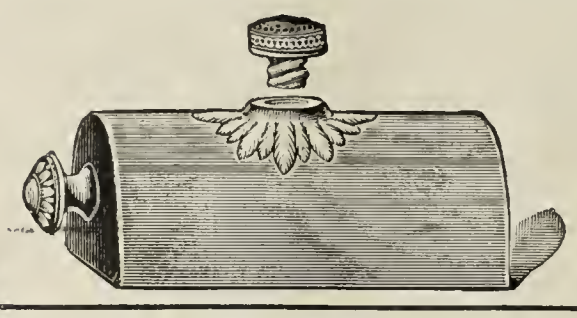
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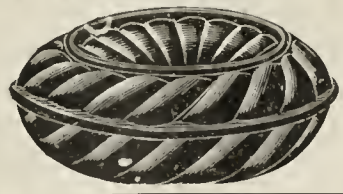


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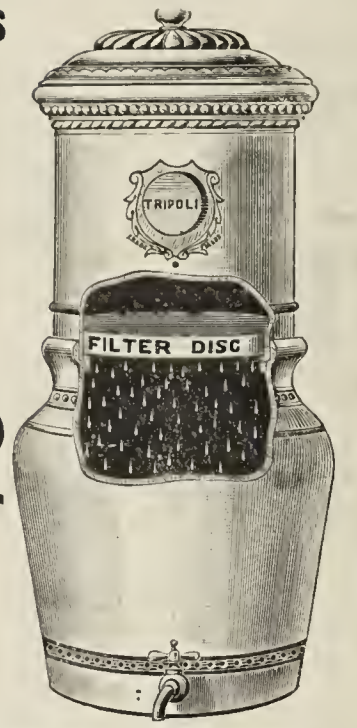
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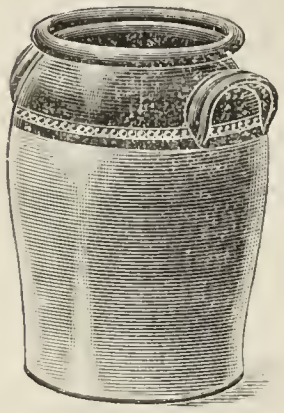
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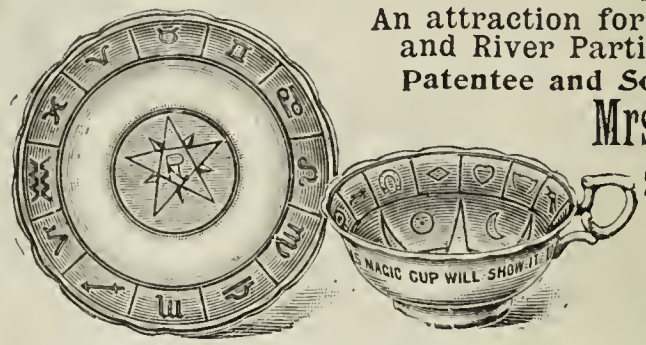
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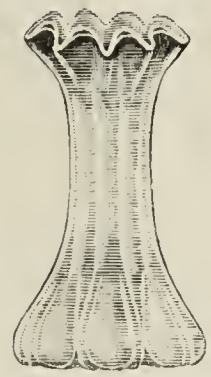


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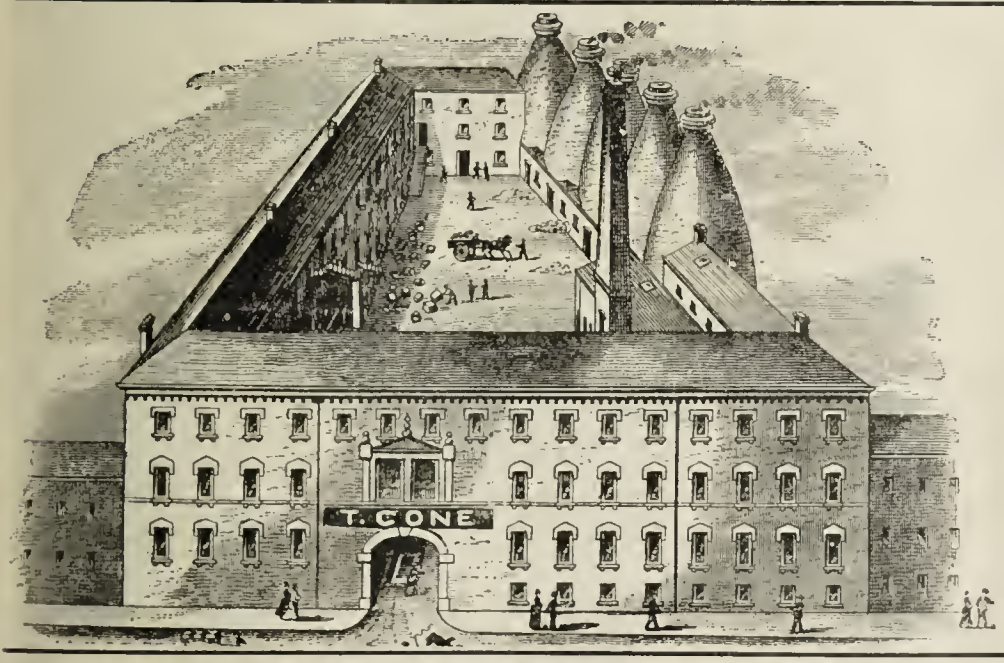
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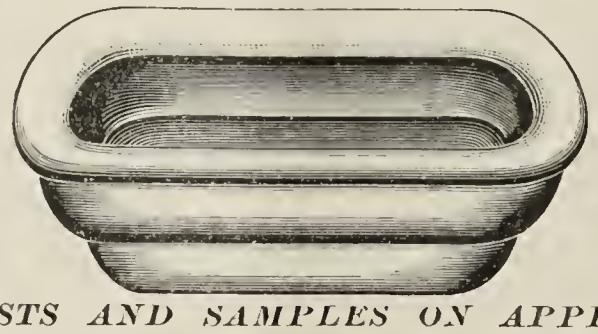
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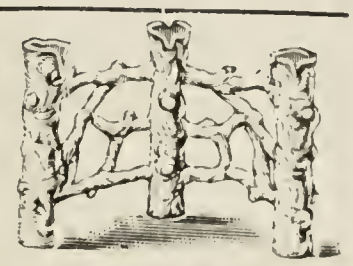
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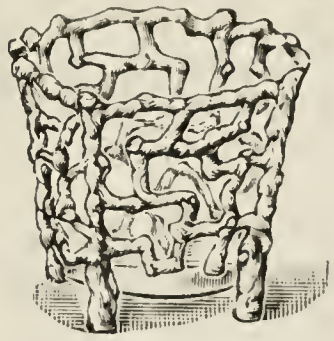


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Advantages of the Patent Spoutless Strainer Teapot:—

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Ivory Body, Painted and Gilt.
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TEAPOTS.

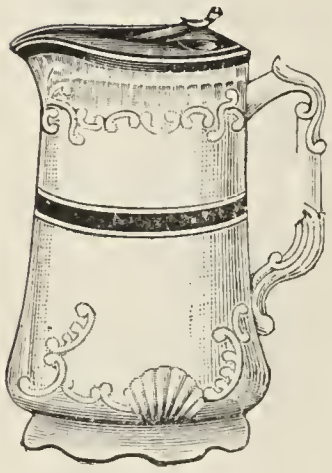
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COVERED
CHEESE STANDS,
SETS OF JUGS,
FLOWER POTS,
and all kinds of General and Decorated China and Earthenware for Home and Export.







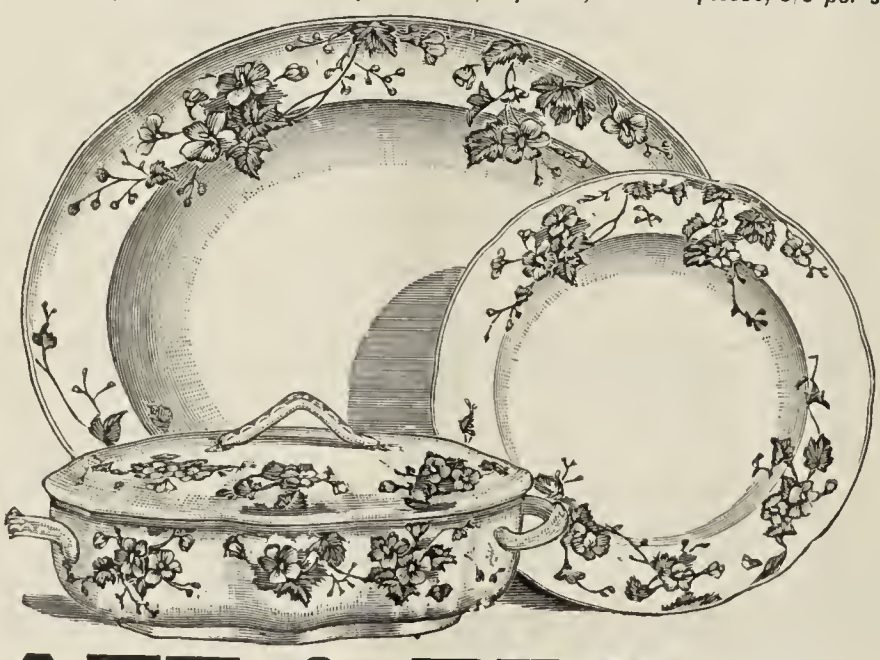


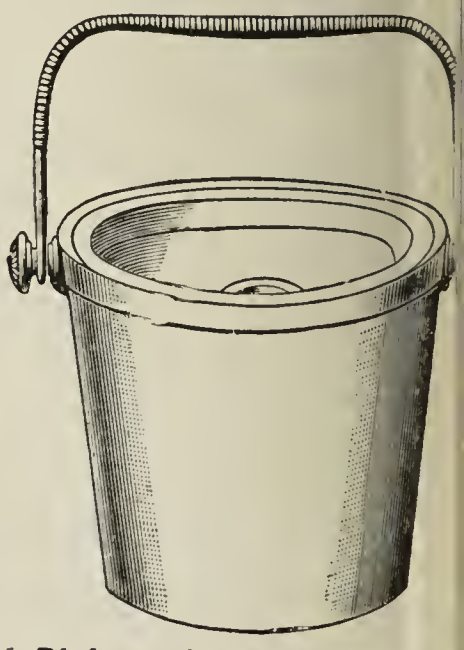


TOILET SET, No. 398313. New Registered Pattern, "MONTROSE,"

Printed various colours, complete with covered Soap and Vase, 5 pieces, 2/10. 6 pieces, 3/6 per set.

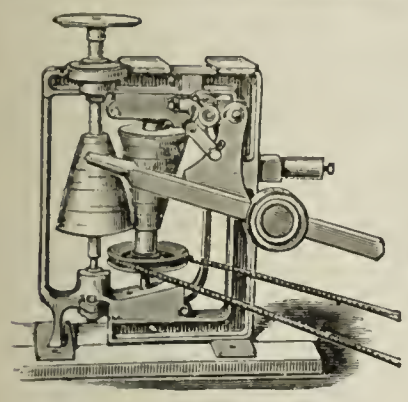




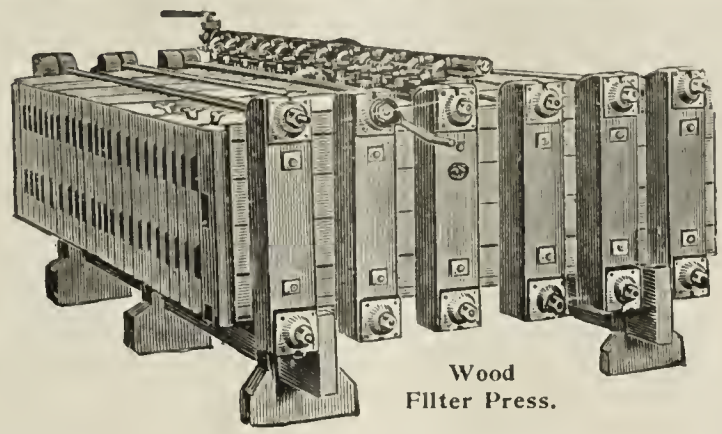


WAGSTAFF & BRUNT. *Richmond Pottery, LONGTON, STAFFORDSHIRE*

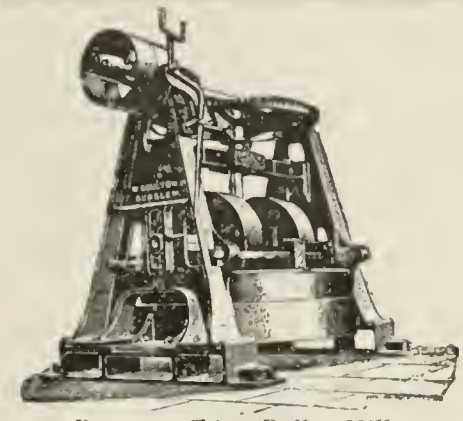
UP-TO-DATE MACHINERY FOR POTTERIES & TILE WORKS.



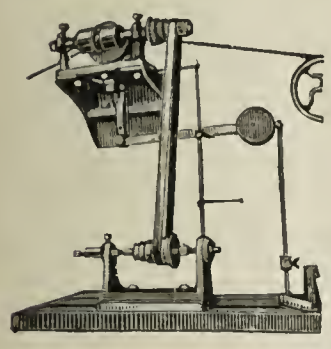
Small Throwing Wheel.



Wood Filter Press.



Pan and Edge Roller Mill, Type C.



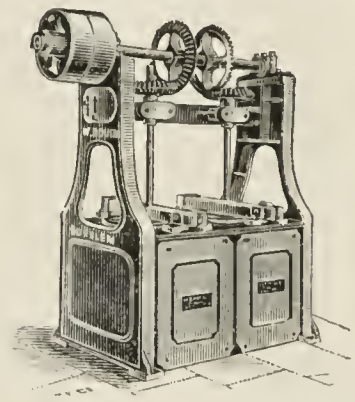
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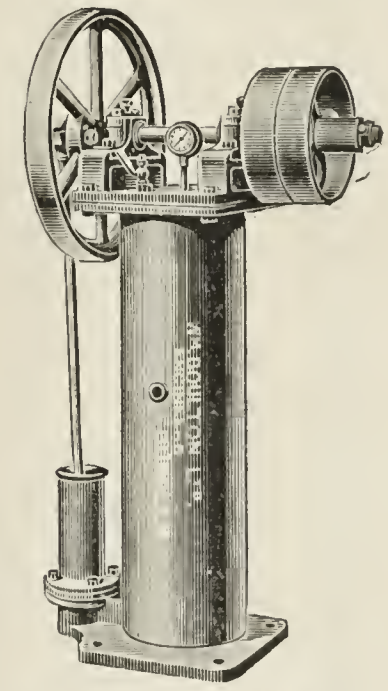
BURSLEM,
England. **N. STAFFS.**



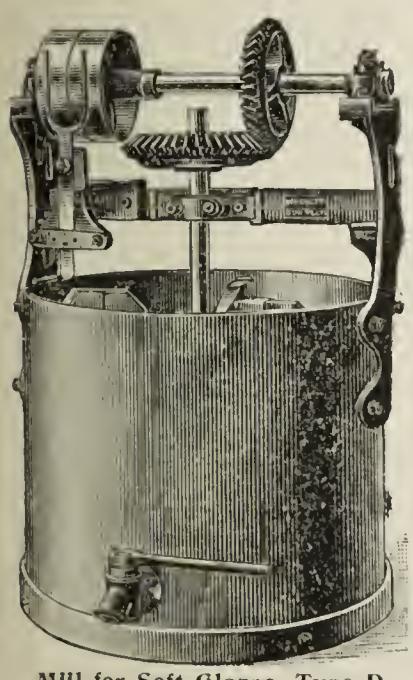
Colour and Enamel Mills.



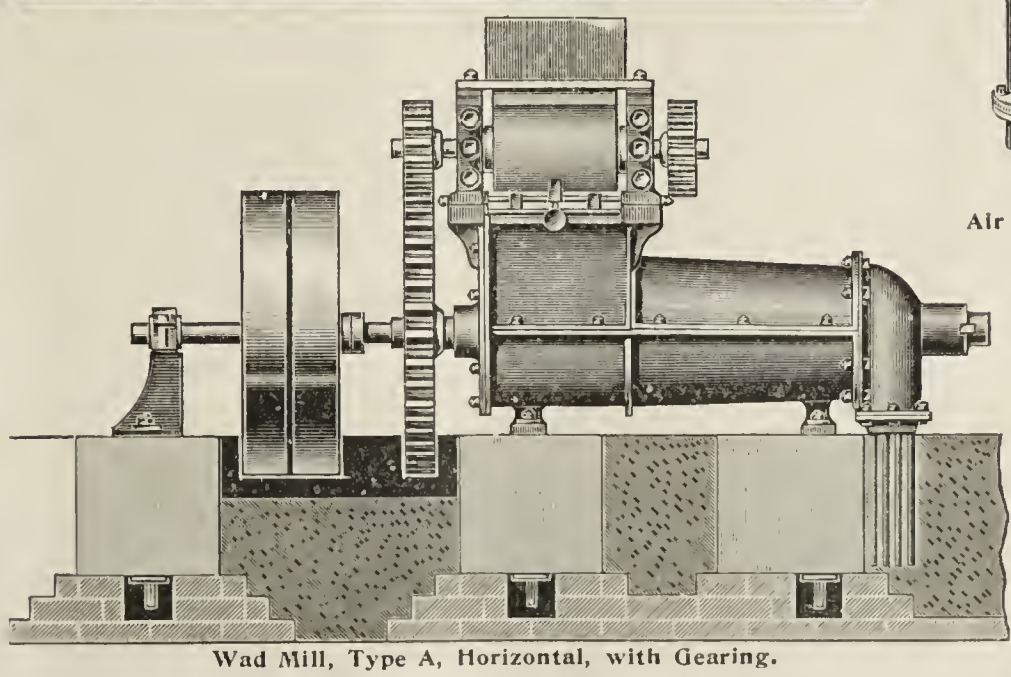
Plate-making Machine.



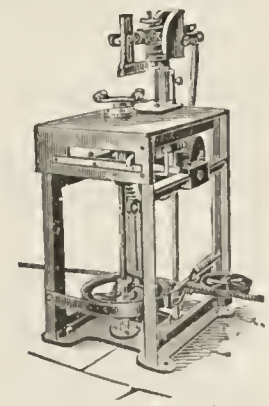
Air Compressor for Aerograph.



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The Pottery Gazette Enquiry Department

All enquiries for names of makers of any particular ware, or the owners of registered designs, must be accompanied by

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Editorial Notes.

A ROYAL PRESENT.

BEFORE the next issue of the POTTERY GAZETTE appears an English Princess will have become Queen of Spain. Every thoughtful Briton—and there are many in the pottery and glass trades as well as in other trades—will hope that the union may be to the mutual advantage of the two countries. Commercially it cannot fail to be beneficial. Spain has vast natural resources, and that country, with its great historic past, has many friends in the native land of the Queen-elect. It is cheering to see that among the British presents to the bride so many have been selected from these trades. First and foremost is the porcelain service, the present of King Edward, supplied by Messrs. Thos. Goode & Co., who hold a Royal Warrant for china, and which has been made by Messrs. Copeland & Sons, Stoke. The magnificent state dessert and coffee service which comprises this present from King Edward, is a reproduction of the historic service made at the old Chelsea works in 1763 by the order of Queen Charlotte. It is very gratifying to the trade that King Edward, the Peacemaker, has chosen as the Royal present to the King of Spain a grand specimen of English porcelain. Some writers have said that English potting has suffered through not having a subsidised Royal pottery, as in Paris and Berlin. We do not share this view. British pottery, and real British cut glass, we hold to be second to none. The suitability of the highest in the land going to these trades for their presents is illustrated by the action of our King.

OUR GLASS IMPORTS.

THERE was, as everyone in the trade knows a large increase in the imports of flint glass during 1905. The increase over previous years is three hundred thousand pounds. In order that it may be seen what we are buying of flint glass from other countries, we give the different values coming under the head of, Flint, Plain, Cut, or Ornamented, and other manufactures of Flint glass as they appear in the annual Blue Book just published :—

From Sweden	£43,433
Germany	705,142
Netherlands	183,189
Belgium	374,915
France	37,800
United States of America ..	17,786
Other Foreign Countries ..	11,367
Total	£1,373,632

These figures will present food for reflection to all thoughtful minds in the trade—and there are many such. Had this glass been manufactured in this country possibly as much as half the gross total would have been expended in wages and in material.

ARE WE LOSING CANADIAN TRADE?

SPEAKING at Ottawa recently, the Chairman of the Canadian Pacific Railway, who had just returned from England, said :—"So far as Canada is concerned, the British have not availed themselves of their opportunities so well as they might have done. The manufacturers and the merchants do not take the full advantage of their

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opportunities. They could do more if they came here themselves to look into the conditions; but, instead of coming here themselves to open up and develop trade relations, they usually send a boy. The head of the house does not come. What do we find? It might naturally have been supposed that the tariff preference of 33⅓ to Great Britain would have given her such an advantage that no other country would have been able to contend against her in this market, but you have only to look at the commercial statistics to see how the trade of the United States with Canada has advanced in spite of the British preference.'' The charge of underestimating the Canadian market thus brought against British manufacturers and importers is a serious one. Statistics just published show that the imports for the nine months ending March 31 were valued at $207,202,084 (£41,440,417) and show an increase of $18,417,275, or nearly 10 per cent. That market should be one of the mainstays of our future trade, but it is not to be won or held without strenuous effort. For it is the field wherein more than anywhere else, we enter into competition with the alert, vigorous, and capable manufacturers of the United States. In this contest we have to range against the Americans' advantage of proximity the very real feeling of kindliness which we know to exist between Britons and Canadians. Taking the two advantages as neutralising one another, we have a fair field, success in which must go to the best articles and the most enterprising methods of pushing sales. Let us see how this test is working by a reference to statistics. The official figures of the Canadian imports during the last six months of 1905 included the following particulars of the imports of earthenware, china and granite ware into Canada :—

	1903	1904	1905
	$	$	$
Great Britain... ...	502,242	508,832	469,265
United States ...	105,870	118,404	156,917
Other Countries ...	252,958	267,572	246,991
Totals	861,070	894,808	873,173

Although some of the goods credited to the United States may have only passed through on their way from other countries, the strictness of the customs regulations renders it improbable that this is a large proportion. On the whole, then, the figures tend to show that the reproach quoted at the head of this note can perhaps be applied with justice to some members of the trades which are served by this journal. Of course, there are enterprising firms as well as negligent ones. We only hope those who have done well will do even better in future, and those who have been slack will wake up to the necessity of straining every nerve to ensure the predominance of British goods in Canadian markets. It is a prize well worth the winning, and we may be sure that others will gladly grasp it if we fail to do so.

EARLY CLOSING FOR POTTERY AND GLASS SHOPS.

THE question of early closing will be brought again before the consideration of the retail trade by the new Shop Hours Bill which has been introduced by Sir Charles Dilke; and it might be as well if those engaged in the distribution of pottery were to exercise their minds upon the various points involved by a free discussion. It is pretty clear that eventually some kind of device for obtaining a weekly half-holiday for shop assistants, if not for shopkeepers, throughout the country, will be carried into effect, and it is just as well to face this fact at once. The Permissive Bill, associated with the name of Lord Avebury, has not produced any great change in our habits. It appears to be almost impossible to get the owners of shops in any large district to come to any unanimous agreement; and the holding out of one or two is sufficient to wreck any general scheme which is based upon the voluntary principle. It may be presumed that we are nearly all agreed upon the point that if a general half-holiday were adopted loyally there could be no actual commercial loss. The buying would be done at some other time, and the same volume of business would be put through each week. But trouble arises so soon as the matter comes to be dealt with in sections. It is, as a matter of fact, impossible to divide a large town into sections, so that the trade of one section shall have no influence upon the trade of another section. And even if towns, however large, be taken as units in any scheme of early closing, there would yet be the constantly growing suburban districts not yet incorporated, which would cause trouble. The only solution seems to be a national compulsory scheme for closing on a certain fixed day which shall be the same all over the country; and the question is, are we ripe for this? Undoubtedly, any such scheme would bear hardly upon those one-man establishments which make a bare living, partly in consequence of the circumstance that the larger shops are closed early. There is always a tendency on the part of the purchasing public to go to a large shop rather than to a small one; although, in such a trade as ours, it often happens that in the small shop one gets the advantage of dealing with a man who thoroughly understands the articles he is selling, whereas in the large shop one may be supplied by a less qualified assistant in a more or less perfunctory manner. It is a pity that this advantage does not appeal more strongly to the public mind, but we fear that no change can be expected in this direction. There is another early closing difficulty in our present system—or, perhaps we should say, want of system—and that is to be found in the overlapping of trades, which renders it hopeless to obtain any reasonable degree of solidity. This difficulty, of course, would vanish under a compulsory system by which all shops were automatically closed at noon on a certain fixed day of the week; but under the permissive municipal system, it causes considerable inconvenience. No doubt, if all our principal trades were formed into live associations, with a corporate spirit fully developed, there would be very much less trouble in dealing with a question of this kind; and here is an argument for trade associations. We ask our readers to consider earnestly what a compulsory early closing Act would do for them, and whether it would be a blessing or a curse.

The Pottery Trade of Bushire.—The imports of china and earthenware at this important port on the Persian Gulf fluctuate considerably year by year. The value, which was £4,895 in 1903, rose to £9,173 in 1904, but dropped to £6,617 in 1905.

Glass from Tank Furnaces.—At the International Congress of applied chemistry held in Rome, during April, F. Heller described some improvements which he has effected in the manufacture of glass in tank furnaces instead of the more costly pot furnaces. The process consists chiefly in using three tank furnaces, each maintained at a definite temperature; the first for fusing the raw materials at about 1,400 C, the second for clearing the charge at 1,200 C, and the third for working purposes at 1,000 C. Photographic glass is said to be produced cheaply by this process.

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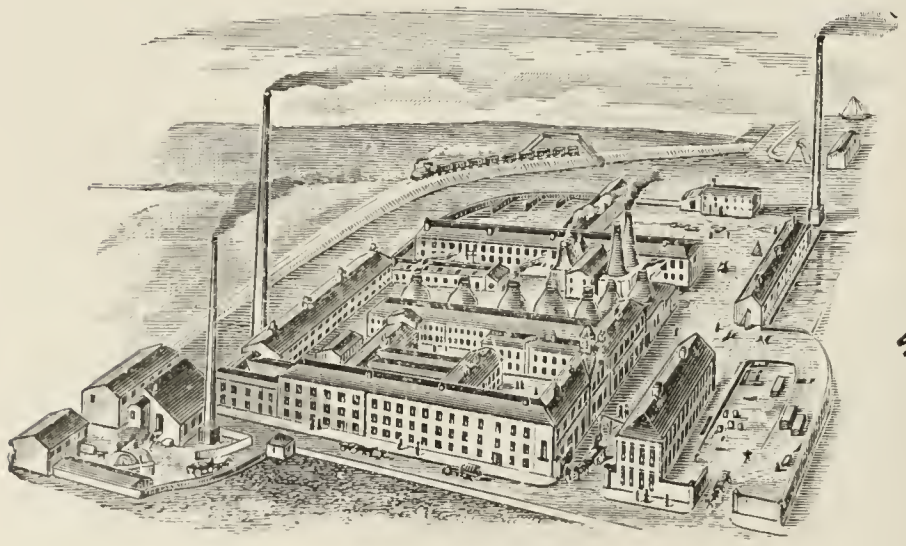
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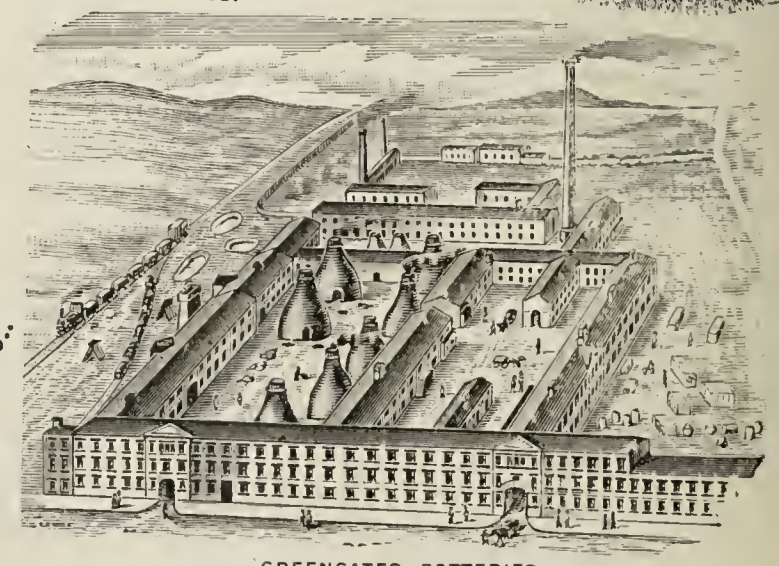
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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

GLASS SAMPLES.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—A few evenings ago I noticed on the platform of St. Pancras station, labelled ready for the night train, two cases of traveller's samples of glass. The cases were of German make, and marked in German, with the name of the glass manufacturer. I wondered as I looked at them if these were the samples of one of the many firms who come over to this market periodically, and go back with book full of orders. They have no resident agent here, and all that they spend in this country are railway and travelling expenses. They pay no income tax and no other taxes here. There was not a single nail, and in all probability not one pennyworth of British-made material of any shape or form in the cases. Truly this is a great and generous country. Foreign glass manufacturers doing business in this country are growing rich by leaps and bounds, and an important section of them are able to retire, while British glass manufacturers are—what ?—Yours, &c., AN OLD TRAVELLER.

May 24, 1906.

INLAND WATERWAYS.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—We were glad to read your article on the improvement of inland waterways. We know that a Royal Commission is now enquiring into the question, and therefore it will not serve any good purpose to take up your space by a lengthy discussion at this stage. Our object, however, in writing to you is to draw attention to the last sentence in your article on page 465. You say, "Manufacturers and traders who realise that a thorough system of inland water communication would be of advantage to their industry should offer to give evidence to that effect before the Commission." Although dealers are greatly interested in this question, since they pay the carriage on pottery, it is evident that they cannot approach the Royal Commission as manufacturers can. A dealer could only speak for himself, but a firm of manufacturers could speak for all their customers. The placing of canals and navigable rivers under Government control would destroy the monopoly railways have created for themselves, and would give our pottery and glass trades the advantage of cheaper freights. We hope the Manufacturers' Association will give evidence showing how our trades suffer from high railway rates.—Yours truly,

London, April 11, 1906. WHOLESALE DEALERS.

RUINOUS COMPETITION.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—Some time ago you published an account of auction sales of pottery in some English provincial towns. We are not free from them here. On the three first days of this month a local auctioneer held a sale of china and earthenware which had been extensively advertised as "Direct from one of the leading manufacturers in the Pottery district." The goods were described as "eminently suitable for hotels, boarding-houses, and general householders." We have competition enough in Dublin in the pottery and glass trade, and now, just at the time when we expect to do a little business with hotels and boarding-houses getting ready for the summer, we are forestalled by an auction sale. I suppose we cannot help this, but it is very hard on a struggling tradesman. Do you think anything could be done to prevent this ruinous competition? A "leading manufacturer" ought not to encourage cutting auction sales to the injury of regular retail dealers.—Yours, &c.,

Dublin, May 5, 1906. AN IRISH DEALER.

[If an auctioneer pays for goods, we suppose he has a right to sell them as he thinks best. But such sales always interfere with regular trade, and are a great injustice to local dealers. This is a subject for the consideration of the Glass and China Dealers' Association. You should bring it under the notice of the secretary, that is, if you are a member. If you are not, we think you should be.—EDS. P. G.]

RAILWAY CLASSIFICATION CHARGES.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—I notice in your correspondent's letter, which is signed "X. Perience," in the May number, that he thinks there must be some error in the rates quoted from London to Wakefield in the report of the meeting of the Leeds branch of our association.

The rates quoted are quite correct, the difference in charges for earthenware and china packed in casks or crates arising from the fact that there is a special rate for earthenware, and that the 38s. 10d. quoted for china packed in casks or crates is the ordinary second-class rate. The rates quoted are at company's risk; at owner's risk the rates for earthenware packed in casks or crates from London to Wakefield is 24s. 2d.

There is no special rate for earthenware to many towns, and no doubt your correspondent's town is one of them. The remainder of the letter is very interesting, and has doubtless proved very useful to many members of our trade. For china and glass dealers to get the full benefit of their rights they should join our association, for I have found time after time during the past twelve months that an association will be listened to, and its requests complied with, where individual action has proved fruitless.—Yours, &c., A. E. WATSON,

Hon. Sec., China and Glass Dealers' Association of the United Kingdom.

13, Minster-street, Reading, May 17, 1906.

ANSWERS TO CORRESPONDENTS.

A.—We have sent you the name of the makers of the flower vases you inquire for.

T. S.—Present owners of "Dagmar" dinner pattern made originally by Hope & Carter.

F. J., Leeds.—You may be quite entitled to it, but it will be wiser not to go to law over it.

S. H. asks for the address of the agents in this country for Messrs. Porches, bath makers, Paris.

Henry M.—It is an old complaint. The railway companies are too powerful for a single trader to go to law with.

Novice.—It is well known in the trade, though not in great demand. Any earthenware manufacturer will supply it.

L. & Co.—We thank you for the suggestion. Just now however, it cannot be advantageously adopted. We will consider it later on.

R. D.—Compulsory closing at fixed times is not likely to be accepted in this country. The shopkeepers in any district can now decide upon the day and hour of closing on their local half-holiday. The opinion of the majority prevails.

X. Y. Z.—The question you put is purely a legal one. It will be better to consult a solicitor. We are always willing to give advice on a matter of usage, but do not give legal opinions.

Glass, Dundee.—The report as to a new glass factory at Sosnowice, Poland, refers to some glass works at Zemb-

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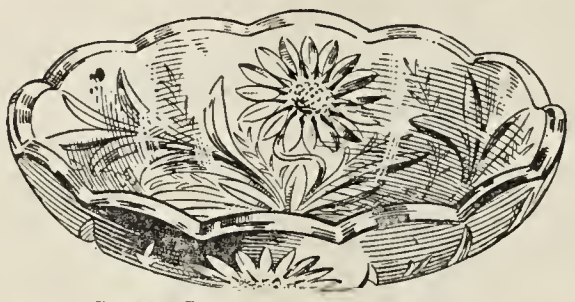
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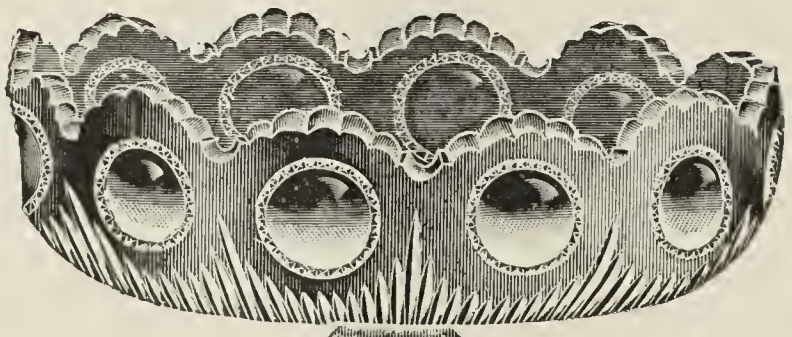
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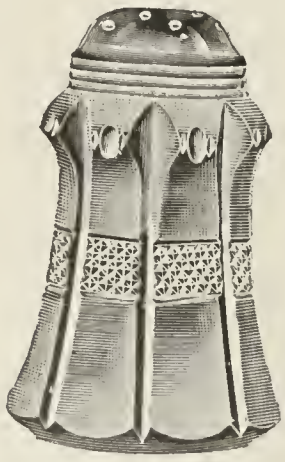
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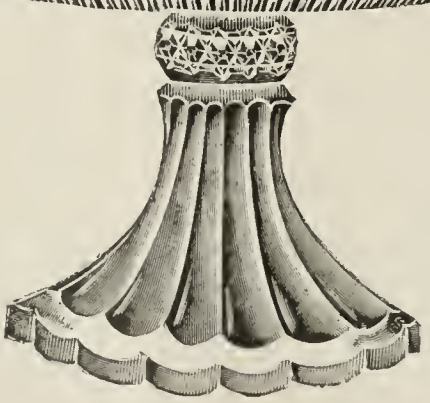




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16062.—Vase.
8″, 12″ 16″.

kowice, Sosnowice, which failed recently. Efforts are being made to form a new company to restart this establishment.

CORRESPONDENTS' INQUIRIES.

R. asks for makers of reeded glass match balls.
C. asks for makers of Osborn's Plastic Moulds.

Foreign Notes.

Crockery and Glassware to the weight of 7,900 ewt. and valued at £6,980, were imported into Trebizond during last year. Both quantity and value were well above the average for recent years.

Nelson Jugs from France.—A Consular report from Boulogne mentions that an instance of the influence of trade in softening national animosities is shown by the fact that Desvres potteries manufactured Nelson centenary jugs for exportation to the United Kingdom.

A Piece of Dutch Ware.—We illustrate a piece of new Purmerend ware, which is being manufactured near Amsterdam. It has a rather coarse body, but the outside glazing is smooth. The decoration is coloured in soft tones of green, grey, and brown on a cream ground. The ware



Purmerend Ware.

is made in various shapes, the one depicted being fairly typical.

Swiss Pottery Imports during the last two years, with the proportion supplied by the United Kingdom in 1904, were as follows :—Lavatory fittings, 1904, £17,600 ; 1905, £20,300 ; United Kingdom, £10,000. Common and superior pottery, 1904, £104,000 ; 1905, £115,000 ; United Kingdom, £3,700. Porcelain and china goods, 1904, £61,300 ; 1905, £77,000 ; United Kingdom, £140.

Sevres China for Princess Ena.—The gift of the French Government to Princess Ena is a magnificent dinner service of Sèvres decorated with garlands of flowers in Louis Quinze style. M. Dujardin-Beaumeiz, under-secretary of the Academy des Beaux Arts, who some time ago gave up painting for politics, resumed his brush to do honour to Princess Ena by assisting in the painting of the exquisite china which will be France's gift to King Alfonso's bride.

The Royal China Manufactory at Meissen is a source of State revenue to the kingdom of Saxony. The sales of china for the current year are estimated at £74,300 (increase, £2,950), and the cost of production at £65,870 (increase, £420), leaving a net profit of £8,430 (increase, £2,530). As compared with the decade 1880 to 1890, the sales have, especially during the period 1893 to 1903, shown a constant tendency to decrease, owing, it is supposed, to a change in the public taste, competition and imitation, but now again an increased demand is anticipated.

The San Francisco Earthquake.—News comes to hand of the experience of Mr. French, a traveller in china and glass, who was in San Francisco on the fatal night. Mr. French is one of the travellers for Mr. John Davison, 12, Barclay-street, New York, the United States representative of the Coalport China Co., Ltd., Geo. Jones & Sons, Ltd., Adderleys, Ltd., F. Winkle & Co., Thomas Poole, and Stevens and Williams. Mr. French has with him samples of the goods of these firms, and was in bed at the time of the catastrophe. He was shot out of bed on to the floor, but beyond the shaking was not seriously injured. He collected as many of his samples as were not destroyed, and had them removed to an hotel—said to be fireproof—a mile and a half away. Even this hotel, however, was completely destroyed in the gigantic fire which followed the earthquake. Mr. French lost the whole of his samples and most of the customers of the firms he represented have lost their entire premises and stock. It is expected that the rebuilding of the city will take place immediately, so that orders to replace the goods destroyed may be soon expected.

The History of German Porcelain.—The American Consul at Weimar embodies an interesting note on this subject in his latest report. He says :—The successful experiments of Johann Frederich Bötteher, resulting in the invention of Saxon porcelain, early in the eighteenth century, were not without a direct influence upon the present prosperity of Thuringia. Several influences contributed to the establishment of porcelain factories in Thuringia. As King Frederick of Prussia had works at Berlin, so did the King of Saxony possess the celebrated manufactories of Meissen, and their example was followed by the Sovereigns of the several States and principalities. It was not, however, until the latter half of the eighteenth century that, encouraged by the sovereign authority, grants of land for prospecting purposes, and practically free wood fuel, primitive works were established in Thuringia. The natural resources of the district, that is to say a suitable clay and an abundance of wood for fuel purposes, and supplemented by the reigning sovereigns in the granting of monopolies, the low cost of raw materials, the high prices obtainable for the finished article, all gradually brought about a condition profitable and satisfactory at least to the producer. In those early days Steinheider clay was used in all the factories and was obtained near a small hamlet of that name in Thuringia, near Sonneberg. The output of the factories was infinitesimal, very expensive, and of decidedly poor quality. Intense ignorance prevailed as to the art and the technical details of manufacture, and such of the secrets of process as existed were handed down from generation to generation of employers and retained as a family asset. Up to 1870 technical men were not employed, but from that year dates a remarkable progress in the art. The successful conclusion to the war with France marked an advance probably without parallel. In it the manufacture of porcelain kept pace with the march of progress. Technical schools were opened and at the present time are well attended. A conservative estimate places the number of porcelain factories of prominence in Thuringia at 50, giving employment to 13,000 hands. The value of the total annual output varies from £1,000,000 to £1,400,000. The best market for Thuringia porcelain is the United States, followed by the United Kingdom and Germany itself.

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BURGESS & LEIGH,

MIDDLEPORT POTTERY,

BURSLEM.

REPRESENTATIVES:—

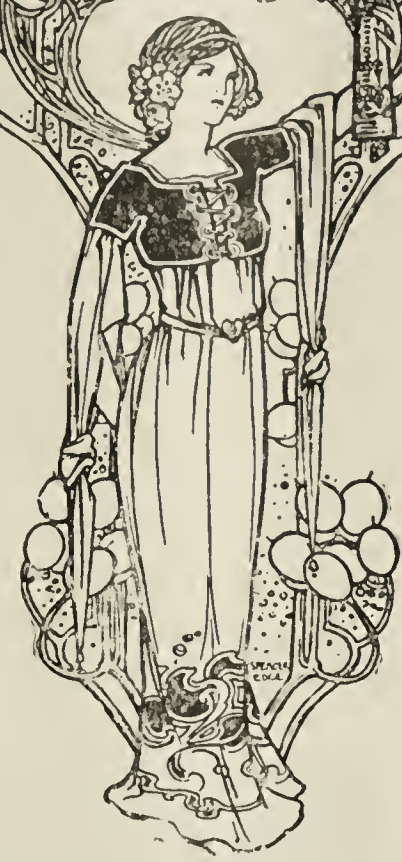
Country:—
MR. A. H. HOLDCROFT.
MR. WILLIAM H. LEIGH.
MR. R. J. HEATH.

London:—44, Farringdon Street, London, E.C.
MR. J. POINTING.

New Zealand:—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.

Australia:—THOS. W. HEATH & CO.,
51, Paling's Buildings, Sydney.

BUYERS' NOTES



Wedgwood & Co., Ltd., Tunstall, manufacturers of high-class decorated semi-porcelain and earthenware, have a noble suite of rooms at Buchanan-buildings, 24 and 26, Holborn, E.C. This is a very convenient situation for buyers to reach, and there is an entrance to Buchanan's-buildings from Fetter-lane, which brings them into close touch with Bartlett's-buildings, Thavies Inn, and Holborn-circus. The London agents of the company are Mr. Francis Findlay and Mr. James Gelson, both of whom are well known in the trade. The showrooms are open every day, and a full range of the company's samples are always to be seen there. The principal lines are toilet ware, dinner ware, jugs in sets, and miscellaneous earthenware, and new samples of these are continually being received from the works, including original shapes and new decorations. Quite an extensive assortment is now on show. The company's shapes are all remarkable for their neatness. The constant demand for novelty sometimes leads to the production of shapes that have nothing else but novelty to recommend them to the notice of buyers. This is not the case with Messrs. Wedgwood & Co.'s productions, for all their forms are neat and their decorations are attractive. In addition to this, they are sufficiently varied to meet the tastes of all buyers. Several new shapes in toilet ware are on show. The forms are artistic, and there is an absence of embossed designs. Plain bodies are strongly in evidence. One of the new toilet services is the "Belgrave" shape. The ewer and basin of this set are included in our illustration. The plain surface of the pieces affords opportunity for an endless variety of ornamentation, and some exceedingly pleasing panel patterns are shown. The jug is graceful in outline, and there is a serviceable round basin with an improved flange. The "Belgrave" is supplied with neat bands of all kinds, marone, green, and mazarine blue. Another new toilet is the "Iona" shape, a tall ewer, no embossments, and slightly tapering. This also is included in our illustration. It is shown in a large variety of printed patterns in all colours. The third toilet illustrated is the "Melber," also a new one. It has a tall ewer, with neatly embossed panels, filled with various floral and other decorations. Parts of the embossments towards the foot of the jug take the form of jewels, and are coloured turquoise. The "Melber" has a round basin of useful dimensions. These three out of a number of new toilet services show the style of goods supplied at the present time. The novelties in dinner ware are numerous, and as pleasing as those in toilet ware. The noticeable feature about them is the large number of new and pretty border patterns shown. This form of ornamentation for dinner ware is much in favour just now, and Messrs. Wedgwood show many excellent examples of it. A novel effect is secured by a blue band (and gold) well inside the rim of the plate, with a white margin outside it. The "Mocha" is a new dinner service, with square cover dishes; while the "Eaton" is another new one with oval dishes. Other patterns have green bands and gold and gold tracings on blue, gold on green, &c. The company show a neat ornamentation of rich blue and gold applied to dinner, tea, and breakfast ware, and to all table ware. They show a number of specimens of badges, crests, and mottoes, in the production of which they have had a long experience. They have recently increased their facilities for the manufacture of hotel and restaurant ware, which they are supplying with "unchippable" edge, both plain and in all their attractive decorations.



WEDGWOOD & CO., LTD., TUNSTALL.

James Sadler & Sons, Ltd., Wellington Works, Newport-street, Burslem, have their London showrooms at 5, Hatton-garden, E.C., where their agent, Mr. W. Asprey, has a large selection of their samples. The company are makers of teapots in jet Rockingham, Samian, and ivory bodies. They supply all the usual shapes and a number of special ones of their own. Their "Sydney," "Boston," and "Pretoria" shapes are familiar. They are now showing a new pot, "Stanley" shape, in ivory body, with floral and gilt decorations. The "Boston" shape is now made in Samian, with white band decorated and gilt. The ornamentation of the white band is very neat. The "Wel-

lington" is a new shape, variously ornamented. The "Regent," a new shape, is shown in Samian, and also in a mottled body with gold beads and gold lines. Samian pots are supplied with salmon, green, red, and other coloured bands. Some new shapes in jet pots are shown, and also several new decorations in well-known shapes. There is ample variety, both in form and ornament, in the "Hanover," "Boston," "Thistle," and "Stanley" pots in jet, grounded and decorated.

J. & G. Meakin, Ltd., Hanley, manufacturers of granite and semi-porcelain in toilet, dinner, and tea ware, have given Swinnertons, Vulcan Works, Hanley, the sole agency and full distributing control of all their well-known specialities for the United Kingdom. Messrs. Swinnertons have opened showrooms at 34, Hatton-garden, E.C., where they are represented by Mr. Thomas Porter, who is showing a very large assortment of Meakin's samples. The company have been manufacturing these specialities for very nearly half a century, and have consequently a full line of shapes in granite and semi-porcelain. Several new and up-to-date shapes and patterns have lately been added. Though an old firm they are determined not to be classed as old-fashioned, and are therefore keeping pace with the requirements of the day, both as to shape and decoration. There are several novelties in both toilet and dinner ware for the present season. The "Astro" shape is one of them. It is applied to both toilet and table ware with good effect. We illustrate a vegetable dish and meat plate in this shape in ironstone china. It makes a pleasing service, and is supplied plain or decorated in a variety of patterns. We also show a ewer and basin in the "Astro" shape, and it will be seen that it is equally suitable to toilet ware. The "Waterloo" is a new embossed shape in toilet sets. It has a broad flute ornamented with many attractive floral patterns. The basin is a round one, with the rim turning over outwards and embossed. The "Waterloo" is supplied in art colours, and also in various enamelled patterns. Both in toilet and dinner ware Messrs. Meakin are making a fine display of printed and printed and gilt decorations. Their samples include many good lines in tea and breakfast ware, and a pleasing variety of miscellaneous table requisites.

Thomas Morris, Ltd., china manufacturers, Regent Works, Longton, are represented in London by Mr. Thomas Porter, of 34, Hatton-garden, E.C. Mr. Porter is showing samples of the company's principal shapes and patterns in their "Regent china." Tea ware is their chief speciality, though they make all descriptions of domestic china, including several patterns in china dinner ware. In these the decorations are well executed, including raised gold borders and other border patterns. The collection of samples of tea ware is a large one, including many original shapes. The decorations are neat and varied, and festoons of flowers play an important part in them. The company make a leading line of mazarine band underglaze and gilt. They do not offer this as a novelty, but they claim that they are able to offer customers an attractive, popular, and high-class decoration on reasonable terms.

Thomas Till & Sons, Sytch Pottery, Burslem, are showing all their newest samples at the rooms of their London representative, Mr. F. J. Bennett, 62, Holborn-viaduct, E.C. Toilet and dinner ware are the principal lines shown, although they make all kinds of earthenware goods for domestic purposes. They are showing their well-known "Saxon" and "Minton" shapes in dinner ware, but with a very neat and quite new decoration, which they call the "Ena." This is a neat print added to their Mazarine blue band, with good effect. It is applied also to green, and other coloured bands. The "Ena" is a very attractive pattern, and is applied to everything—toilets, dinner sets, jugs, tea ware, cheese stands and covers, and miscellaneous pieces generally. The "Rex" and the "Stork" toilet sets are shown in many colours. The "Stork" has the beak and neck of the bird for the handle, with the wings spread over the sides of the ewer; the wings outstretched also form the embossed decoration outside the deep round basin. The "Rex" shape toilet with its effective embossment round the rim of the basin is shown in a number of pretty art colours. Teapots and cheese stands, jugs and trinket sets are also made in the "Rex" shape, and in all colours. The "Ena," the newest of the firm's decorations, looks very attractive when it forms the one decoration on a dinner table, or the tea table. Those who like to have their table ware uniform will find this a most acceptable decoration. The firm have a large assortment of jugs. Mr. Bennett is showing a very handsome jug—in sets—the "Cecil" shape and "Cluny" pattern. It is in blue and many other colours Although



J. & G. Meakin, Ltd., Hanley.

they have added other decorations since, the firm's Mazarine blue band is still one of their leading lines

Williamson & Sons, china manufacturers, Bridge Pottery, Longton, are represented in London by Mr. John Broek, 25, Thavies-inn, Holborn-eircus, E.C. This is one of the old firms of manufacturers of specialities in china for the home trade and for export. Mr. Brock has a thoroughly representative collection of samples of their wares always on show at his rooms, and he is supplied with the latest novelties as soon as they are brought out. They are just now showing a very large variety of tea ware in all grades, from neat and inexpensive printed patterns up to rich enamelled and gilt decorations. These are artistic in design and indicate care in the production. They have a reputation for the excellence of the body of their china, and not less for the skill with which it is fashioned and ornamented. The special features of the samples we have just seen at Thavies-inn are tête-à-tête sets, coffee sets, tea and breakfast ware, moustache cups and saucers, dessert sets, fern pots, candlesticks, sweets, and some fancy pieces. The firm have always been noted for the regular production of novelties. For years past they have been bringing out a long succession of registered designs. Buyers are thus accustomed always to expect something new from Messrs. Williamson when visiting Mr. Brock's showrooms. This season there is an interesting novelty for them, in which the firm fully maintain the individuality which has always pertained to their wares, both in shape and ornamentation. To keep in touch with the present demand for art in the home, the firm have just placed on the market an original application of "New Art" to porcelain, which they call their "Novem Artem." The principle which has guided them in this novelty is that decorative patterns should not be applied to articles of utility—particularly pottery—without a due regard to the form of the piece, the material of which it is made, and the purposes for which it is used. Messrs. Williamson say that "people of taste are now rightly demanding that decoration shall be applied as a means to an end, and not as the end itself." This is, of course, an essential of art (old or new), and the firm are doing good service by encouraging the present trend of public taste for art in connection with table ware for every-day use. The term "New Art" is general, and is applied to a great number of free and unconventional schemes of ornament. In most of them the idea is conveyed by graceful sweeps, curves, and lines. No one of them can be properly described verbally. We therefore illustrate a group of Messrs. Williamson's table china in their "Novem Artem." It is supplied in several colours—the blue and the green are especially appropriate. The shades of these employed are not obtrusive, and a white china tea set will be found to harmonise with the surroundings of the average home.



H. M. Williamson & Sons.

A. B. Jones & Sons, Grafton Works, Longton, have appointed Mr. A. J. Cherry their London agent. They have a very fine showroom at 10, Buchanan-buildings, Holborn, where Mr. Cherry has a good display of their china. They make a useful assortment of tea ware in all grades of ornamentation, and in a large variety of pleasing shapes. These are too numerous to mention in detail. The "Low Royal" shape, however, is a good one, and is shown in several pretty floral patterns. (This is their No. 2,138.) The "Gadroon," shape, in several decorations, makes a handsome service. Some neatly printed patterns are shown on most of their shapes. A variety of jugs and teapots is shown in patterns to match the sets. They make a full range of Queen's white tea and breakfast ware. The company make a special line of miniature ivory arms china, with the arms of any county, city, or borough printed in correct heraldic colours. The pieces include jugs, loving-cups, trays, milk jugs, candlesticks, and vases in innumerable shapes. There are several very quaint forms among them. In addition to this large assortment of miniatures, there are beakers and jugs decorated with heraldic devices. Messrs Jones & Sons supply local views of any locality. Local view ware—teas, jugs, mugs, trays, &c.—makes a good line for seaside and bazaars. Another interesting speciality is the "Zoo" series in Grafton china. There are animals of all kinds—cows, dogs, cats, rabbits, monkeys, camels, &c., &c., and some fishes; all in pure white china. Amongst other special lines is a series of characters and scenes from Dickens' works on tea ware, &c. This Dickens ware is very pretty, and suitable for presents.

Mrs. Neville Ross, 29, Margaretta-terrace, Chelsea, S.W., is still finding a good demand for the Nelros fortune-telling tea cup. The temptation of a glimpse into futurity has always had an undeniable fascination for humanity and especially the feminine section thereof. When this inducement is combined with the innocent pleasure of tea-drinking, a combination is formed which it is indeed difficult to resist. The "Nelros" cup is an embodiment of a bright idea, inspired by artistic taste and a shrewd knowledge of human nature, and we are not surprised to hear of its success.

Swearing on Crockery.—Some men swear when they break crockery, others break crockery to swear. At the Clerkenwell Sessions, last month, some Chinamen were sworn, as is the custom of the Flowery Land, by smashing saucers, and expressing the wish that their souls might be broken as the saucers were if they did not speak the truth

THE DOULTON EXHIBITION OF NEW EFFECTS IN POTTERY.

(BY OUR OWN REPRESENTATIVE.)

THREE or four years ago a sub-committee of the Technical Education Board of the London County Council held an inquiry as to the "application of science to industry." The report of that sub-committee created some little consternation, and caused many persons to doubt the capacity of this country to hold her own against foreign competition in certain important branches of industry. Among other industries reference was made to pottery, and although personally I was not alarmed at the fears expressed by the committee, I was sufficiently interested in pottery to take notice of their report. In the course of it the committee said :—"As an instance of an industry in danger at the present time we would point to what has always been, in part, a London manufacture, that of pottery, especially of the finer kinds. Dr. Thorpe* warns us that "in the whole range of the manufacture of ceramics foreigners are in advance. The pottery manufacture depends upon chemistry, and while the ordinary pottery manufacturer here is characterised by considerable ignorance on this subject, and does not appreciate the importance of employing chemists, in America there is a very different attitude. The manufacturers themselves are nearly all chemists, and although they have not such good raw materials, they are rapidly overtaking us in developing the manufacture of ceramics."

For some years before the publication of this foreboding of evil, and during the interval since its publication, it happens that many of our manufacturers have been strenuously experimenting in the application of the latest discoveries in chemical science to the manufacture and the ornamentation of pottery. Messrs. Doulton & Co., Ltd., of Lambeth and Burslem, have been amongst the most diligent of the many enthusiastic manufacturers who are not only quick to avail themselves of every chemical discovery that comes under their notice, but who are themselves actively engaged in chemical research. It is to chemistry more than to anything else that our pottery manufacturers are indebted for the multiplication and improvement of processes of manufacture, and schemes of ornamentation. During the past month Messrs. Doulton & Co. have, to some extent, been taking the public into their confidence, and have been holding an exhibition of "New Effects in Pottery," at the New Dudley Gallery, 159, Piccadilly. This exhibition opened on May 5 and closed yesterday. All lovers of beautiful pottery will appreciate the opportunity afforded them of examining the results of the company's chemical experiments in the ornamentation of the artistic forms produced at the works at Lambeth and at Burslem. Nearly five hundred pieces have been exhibited, and many of them have been sold, a gratifying testimony to the success of those experiments. All the pieces shown were the work of Messrs. Doulton & Co.'s artists in design, manufacture, and decorations. Speaking generally, the work from Lambeth is on a stoneware basis and that from Burslem on earthenware and china. Very different methods are employed at the two studios, and as the bodies of the wares manipulated are diverse, the effects produced are as dissimilar as possible. But we are introduced to new effects in both.



FIG. 1.—NEW EFFECTS IN SALT-GLAZE.

The development in the artistic ornamentation of the two classes of ware is very marked. Chemical investigation has enabled the Lambeth artists to produce brighter schemes of colour than could the old stoneware workers. The evolution of what is now called "Lambeth Faïence" has been interesting and rapid. Though the firm of Doulton was founded in the early years of the nineteenth century,

* Pottery manufacturers are not much concerned about what Dr. Thorpe says, when he is not framing "Special Rules.



FIG. 2.—CRYSTALLINE, ROUGE FLAMBÉ, AND COLOURED GLAZES.



FIG. 3.—"THE GREEK MOTHER." PANEL BY GEO. TINWORTH.

no definite attempts to produce anything artistic were made until 1867 and 1871, when small collections of very simply treated salt-glazed vases were shown at exhibitions in those years. These were so favourably received that Mr. Henry Doulton (afterwards Sir Henry), the then head of the firm, was induced to found an art section of the works. In this he was assisted by Mr. J. C. L. Sparkes, master of the Lambeth School of Art and a staff of artists, with Mr. George Tinworth as modeller. There was no tradition of art to follow at Lambeth. The methods of work had to be invented ; clays and colours had to be found and tested, and special kilns had to be constructed to suit the new work. So that five-and-thirty years before the Committee of the Technical Education Board of London denounced our pottery manufacturers as being ignorant of chemistry, a manufacturer at Lambeth had invented (and has since perfected) the salt-glaze decoration of pottery as the result of his chemical research. The new effects in salt-glaze ornamental ware are represented by the fine group of vases &c., on the stand to the right of our illustration Fig. 1. The examples exhibited of the artistic treatment of Lambeth stoneware are creditable to the chemist and the art potter. The exhibits supplied by the Burslem artists show the greater possibilities in artistic decoration on a white body, and they illustrate very emphatically the perfection attained in the treatment of the rouge flambé, and crystalline glazes. The first of these exhibits striking and novel results of great beauty. The long sustained efforts to rediscover the secrets of the old Chinese flambé have been rewarded by a close approximation to the original result if the methods of securing it have been different. But it is believed that the method now employed is identical with that of the old Chinese. Still, its re-discovery entitles it to be described as a new effect. The colouring oxide is copper, which under different conditions of firing produces very different results, the hues varying from blood-red to blue. This blood-red—one of the most marvellous colours ever applied to pottery—was seen to great advantage on a beautiful flower pot. It is a charming rich decoration, with a landscape introduced in subdued tones. An interesting exhibit at the end of one of the sections was a group of vases and useful articles, with silver and copper mounts by "The Potteries Cripples' Guild," of which the Duchess of Sutherland is patroness.

The most interesting (to me, at any rate) of all the new effects shown was the one due to crystalline glazes. These are new only in their developed form, for crystallisation was produced—though unintentionally—long ago. Then it was due to accidental, defective glazing ; now it is the intended result of perfect glazes ; so that what was once only an occasional effect is now the intended result of well-considered design. But even now there is a limit to the certainty of result, because these glazes change colour capriciously if, in the process of firing, they are subjected to different temperatures. It is thus evident that, although, with the scientific care now bestowed on firing, intended results may generally be secured, "new effects"—and probably beautiful ones—are likely to be sprung upon the manufacturers themselves at any time. A particularly fine specimen of crystalline is the almost globular vase (No. 49), the glaze on which is broken up into regular fine lines from the top towards the base, which appear to follow the natural flow of the melted glaze. In this piece the fine glazed lines are so uniform as to suggest that they may have been applied by the pencil of the artist. We may, however, be sure that if Messrs. Doulton could repeat this disposition of the crystalline glaze they would do so. As it is, the effect on this piece is unique. A duplicate of this form may be treated with a very similar crystalline ornamentation, but the process of production precludes the possibility of any two pieces being identical. A number of artistically painted china vases show the versatility of the Burslem painters ; flowers and figure subjects were presented in great and charming variety. Just to remind the visitor (in the midst of so much superb ornamental work) that the Burslem works produce tasteful, useful crockery, specimens of domestic earthenware and china were shown. These are supplied in all grades, from the most elaborately decorated to the most modest of printed tea services. As a specimen of the former, No. 319, chocolate cup and saucer, was in the very best style of artistic ornamentation. For beauty of design, brilliant colour scheme, and delicacy of detail, the work on this could hardly be surpassed. The amount of labour and skill bestowed on these two pieces may be estimated by the price of them—£11. A forty-piece tea set of this pattern would be an acceptable present.

Terra Cotta Panels.

Although not included in the designation "New Effects," some examples of the marvellous genius of Mr. George Tinworth were quite in their right place on the walls of the New Dudley Gallery last month. Mr. Tinworth's work is, and has always been, so closely associated with Lambeth Pottery that any exhibition of it without some of his panels would be incomplete. Mr. Tinworth's usual work is so familiar to our readers that it needs little comment save by way of admiration. But the principal subject of his seen at the Exhibition was an unusual one. The artist, as a rule, delights in giving expression to his strong religious feelings in his art productions. He has himself told us that his early religious training accounts for the fact that most of his best panels have represented religious subjects. Mr. Tinworth has been aptly called the preacher in clay. In the large panel shown at the New Dudley Gallery the artist has made one of his rare departures, and has chosen for his subject a classical scene. In the "Greek Mother" we have a fine terra-cotta model representing the Greek ideal of manliness—a Spartan matron bidding farewell to her son, who is starting on a military expedition. She is seen presenting him with a shield, and charging him either to bring it back in victory or be brought back upon it. A warrior who returned without his shield incurred punishment. The loss of sword or spear was venial, but the loss of shield was unpardonable. The incident is represented as taking place in a grove of trees. The priests have offered up a sacrifice of honey, milk, oil, and herbs, to ensure success in the coming battle. On the right is a statue of Athene with a figure of Victory in her hand. The departing warrior is in his chariot, taking the shield from his mother. The panel is crowded with figures and detail, as is usual in Mr. Tinworth's fidelity to his theme. On the shield itself Mr. Tinworth has departed from his usual accuracy and has incised "Heb. x. 35" and "Eph. vi. 16," while on the altar is "1 Cor. viii. 4." Reference to these passages will show that, though the dates may not exactly fit, the quotations are peculiarly appropriate to the occasion. In Fig. 3 we give an excellent reproduction of this panel.

Porcelain Linings for Refrigerators have become very popular in the United States, and the making of them has developed into an industry of some importance.

Earthenware and China to the weight of 372,711 tons, was imported into the Netherlands during 1905. Of this quantity, 25,338 tons were supplied by the United Kingdom. The total has decreased, but the share of the United Kingdom shows a steady increase. The exports of similar goods were valued at £162,611, as compared with £157,053 worth exported in 1904. The quantity sent to the United Kingdom was valued at £12,681, being above the figures for 1904, but below those for 1903.

THE WEDGWOOD MUSEUM AT ETRURIA.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

FEW people know—some, perhaps, are just beginning to faintly realise—how richly earned were the tributes which at various times have been paid to the memory of Josiah Wedgwood. He is often regarded less as a great man than as the introducer of a famous ware. Even in the great potter's native district people are apt to lose sight of what he was, and to heed but little the wonderful study which is afforded by the man himself—humbly born and reared, turning out at eleven to earn his daily bread, groping persistently through the intellectual gloom by which he was surrounded towards that which his idealism taught him to be most beautiful and satisfying in his craft, and becoming, in his pursuit of this end, not only the skilled potter, but technician, artist, and chemist as well, besides



MR. AUSTIN IN THE WEDGWOOD MUSEUM.

an enormous and still vigorous force, for the raising of the tone and ideals of society. A great flood of light is thrown upon these important phases of Wedgwood's many-sided character by the new museum which his successors have just opened in connection with the works at Etruria, and which was formally inaugurated on Wednesday, May 9, last. There are other Wedgwood collections in existence, but these show his products only; they give but little insight into the character of the man. The new museum at Etruria offers a study of Wedgwood, as well as of Wedgwood ware, and in this respect it is unique.

Still more singular is the story of how it has come to be formed. The Wedgwoods have always sought to keep their works in, as far as possible, the same condition as they were left by their famous progenitor, and for over a hundred years priceless pieces of ware have been lying about the workshops and warehouses covered with accumulations of dust and almost forgotten. The idea of collecting together all these old pieces and other articles of importance was suggested by the exhibition of the Tweedmouth collection in New Bond-street, in June of last year, following which the gentlemen who now preside over the destinies of Etruria gave to Mr. J. A. Austin, their expert, and Mr. Isaac Cooke, an employee of over fifty years' standing, a commission to overhaul the factory from top to bottom, and collect everything of historical interest they could find. The result has been far beyond any anticipations which could have been entertained. In various old nooks and corners fine specimens and models were found, and brought once more into the light of day. Books and papers of absorbing interest, which had been under lock and key for generations, were disgorged. The work of authenticating the huge number of articles recovered has taken many months, and much still remains to be examined, identified, and classified. But already the cases in one handsome chamber are as full as they can conveniently be, and if much more is to be added, a second spacious apartment adjoining will have to be requisitioned for extensions.

The visitor entering the handsomely appointed museum will probably be struck first of all by a large medallion from which the strong face of Josiah Wedgwood himself looks down. It is an exact replica of the one in Stoke Church, by Flaxman, being, in fact, from a cast taken off that at Stoke. In keeping with this medallion are a large number of fine antique busts in the black basalt, which surmount the various cases, the list including Homer, Solon, Seneca, Demosthenes, Horace, Bacon, Newton, Voltaire, Raleigh, and Ben Jonson. Glancing round the room one also notices with interest Josiah Wedgwood's clock. It is a tall "grandfather" horologe in oak, but instead of having hands which revolve, it is the brass dial which revolves, the time being indicated approximately by a fixed arrow. The clock is a capital timekeeper, and one observes the letters "I. W." roughly cut on the oaken case. Facing the medallion of Wedgwood is a picture of the family group at Etruria, painted by Stubbs, while on either side are paintings by the same artist, of Wedgwood and his wife, lent to the museum by members of the family.

Coming to the contents of the cases, perhaps we should first of all refer to the extraordinary collection of the original "trials," numbering over six thousand, by means of which Wedgwood, in a highly scientific manner, invented and brought to perfection his bodies, colours, and glazes during the years from 1759, when he started business on his own account in Burslem, to 1795, the date of his death. The trials are all neatly disposed in shallow trays, and are all numbered and tabulated. An oval trial, typical of hundreds of others of the same kind, is, for instance, inscribed as follows:—

3839.
6 of 3600
1 of H Clay
½ of Flint
T.B.O.

Unfortunately, the books unearthed thus far have not disclosed the key to these mystic symbols. Search is being made for it, and if it should be found, its practical value, even to-day, from the ceramic chemist's point of view, will be enormous. For a long while finished pieces bearing the letters "T.B.O." as shown above, were attributed to a modeller named Tebo, who was employed in 1774, but the constant recurrence of such combinations as "T.B.O.," "T.T.B.O.," and "M.B.O." established ultimately the

fact that the real signification of the letters was "Top of Biscuit Oven," "Tip Top of Biscuit Oven," or "Middle of Biscuit Oven," as the case might be. No doubt the other symbols are equally informing if they could only be correctly interpreted. It is thus shown beyond a doubt that Wedgwood 150 years ago, had carried his scientific methods to such lengths as even to note the varying effects of firing on similar pieces of ware, in different parts of the oven. And his method was so extraordinarily simple! Whilst we were looking at the trials in company with Mr. Austin (to whom



JOSIAH WEDGWOOD'S OVEN BOOK.

we must express many thanks for the courteous and painstaking manner in which he explained the various features of the museum, one of the best known ceramic chemists in the country, or, for that matter, in the world, was also examining the trials most minutely, and he informed us afterwards that could he have only seen these before, it would have saved him years of arduous labour. It would therefore appear that there are points on which the redoubtable Josiah could have given a wrinkle or two to even the most expert ceramists of modern days. Amongst the trials are some which show the different stages of "blistering" and the liability of some of the colours to fly off. There are scores of trays of glaze trials—little drops of glaze on small pieces of pottery. Most of them are disheartening failures, but here and there one crops up with a brilliant gloss which must have delighted the master's heart.

It is recorded of Wedgwood that he was his own clerk and warehouseman. It is not be supposed that he was able to cope with all his accountancy work unaided, but there can be no shadow of doubt that he exercised the same prodigious care over this department that he did over every other. A number of "oven books" are displayed giving details of the ware fired in each oven, with accurate thumbnail sketches of each different shape, and particulars, in parallel columns, of the date when the ware was fired, the number of pieces made, the number turned, the number finished, the number broken before going into the oven, and the number successfully fired. These little sketches, which are supposed to be the work of Josiah himself, have already proved of much service in authenticating pieces thought to be of Wedgwood manufacture, but not hitherto definitely traceable to him. The ledgers shown in the museum are an object lesson in book-keeping, the accounts being beautifully kept, and accurately balanced.

Other books are shown, in addition to the account books, which are in a high degree interesting. There is, for instance, a small work entitled, "Description and use of a thermometer for measuring the higher degrees of heat from a ed heat up to the strongest that vessels made of clay can support. By Josiah Wedgwood, F.R.S., and Potter to Her Majesty. Extracted from a paper communicated by him to the Royal Society, May 9, 1782, and published in Vol. LXXII. of the "Philosophical Transactions." It was this paper which won for its author his "F.R.S." The pryometer which it describes is still in use for firing purposes at Etruria to-day, and the actual instrument which Wedgwood himself used, is shown in the museum. As an accurate means of measuring the shrinkage of bodies in firing, it is still as valuable as ever, although its use, in certain ovens, is now supplemented by another and modern form of pyrometer, more applicable to certain firings than the older one. Several of Wedgwood's catalogues are exhibited, both in English and French, but Mr. M. L. Solon's well-known ceramic library is much more complete in this direction than the Wedgwood museum. Of course, in saying this, we speak only of the museum as we saw it a week or two ago; it is quite possible that other early catalogues have been added since.

Before passing on to a more minute examination of the contents of the various cases, allusion must be made to one or two other objects of special interest. Principal among these, and carefully guarded in an iron-bound glass case is the very first of the original twenty-four Portland vases issued by Wedgwood & Bentley, and the identical one which travelled through England and the Continent for examination by the firm's patrons, prior to the issue of subscription copies. Fifty vases are said to have been made, but a number of them were defective and were not sold, only two dozen being actually issued. As in the case of the other twenty-three, the vase in the museum has had its black jasper ground polished on the lapidary's wheel. It is in a capital state of preservation, in fact it has improved with age, and the value of this one piece alone is placed at anything from £600 to £1,000. It stands on a tripod, with a mirror so arranged underneath, as to reflect the figure of "Silence" upon the base. More notable even than this vase is another exhibit—nothing less than the actual plaster mould taken by Wedgwood from the famous original, which stands, if we remember rightly, in the Greek coin room at the British Museum. It was not until recently known that Wedgwood took a mould of the original. About three years ago, it seems, Mr. Cooke noticed the mould in the warehouse, and after a minute examination, he mentioned his idea that it was moulded from the original, to his employers. The authorities at the British Museum were communicated with on the point, and a year ago, Mr. Austin made a journey to London, when he was able to compare the mould with the vase itself, and thereby established its authenticity beyond a doubt. From Wedgwood's mould one obtains an exact copy of this historical work of art, as it was before it was broken and mended in 1845. Messrs. Wedgwood have generously recognised Mr. Cooke's discovery of this treasure by presenting him with a plaster cast taken from the mould. Another similar cast is exhibited at the new museum, and we understand that the firm contemplate presenting a third to the British Museum.

A piece which has valuable historical associations is a black basalt vase in the Etruscan style commemorating the opening of the Etruria Works in 1769. It is one of the six vases thrown at Etruria, the throwing being done by Josiah Wedgwood himself, while his partner Bentley turned the wheel. Three of these vases are still in the possession of the present members of the Wedgwood family. The one shown on the next page bears the following lettering :—

JUNE XIII., MDCCLXIX.
AT
ETRURIA, IN STAFFORDSHIRE,
BY
WEDGWOOD & BENTLEY.

At the foot appears the appropriate inscription "Artes Etruriæ Renascuntur." The vase is a small thing, and of little value in itself, but it marks a great day in the history of English potting, and of the Staffordshire Potteries. It was a great day, too, for Josiah, when he saw his ardent desire to instruct his friend in the technicalities of "pott-making," as he called it, realised, and Bentley was actually sitting by his side. It had not been without a good deal of persuasion that Bentley, already a partner in the ornamental department, had consented to leave London to come to the Potteries. He had pleaded, for one thing, his total ignorance of the practical part of the business, but Wedgwood's reply to that argument, in a noteworthy letter written on November 8, 1767, is unanswerable. "You have taste," he wrote, "the best foundation for our intended concern, and which must be our *primum mobile*, for, without that, all will stand still, or better it did so. And as for the rest, it will soon be learnt by so apt a scholar. If you think you could really fall in love with the making a mistress of this new business, as I have done of mine, I should have little or no doubt of our success, for, if we consider the great variety of colours in our raw materials, the infinite ductility of clay, and that we have universal beauty to copy after, we certainly have the fairest prospect of enlarging this branch of manufacture to our wishes. The articles to begin to make will be root flower pots of various sorts, ornamented and plain, essence pots, bough pots, and cornucopias, vases and ornaments of various sizes, colours, mixtures and forms, *ad infinitum*. Then proceed to toilet furniture, and enrich this and other ornaments with gold burnt in fish, fowl, and beasts, two-legged animals in various attitudes, and ten thousand other substantial forms that neither you nor I, nor anybody else, know anything about at present." Yielding to the pressure brought to bear upon him, and no doubt affected by his friend's enthusiasm, Bentley at last came to North Staffordshire. Of course, Josiah Wedgwood had won many great successes before Bentley joined him. He had brought out vastly improved shapes, and had achieved fame with his Etruscan vases and his Queen's Ware. But here we see the result of the initial labours of the two at Etruria—Wedgwood as the thrower, and Bentley at the wheel.



Basalt Vase, Etruscan Style.

How deplorable was the condition of the British potting trade when Wedgwood entered it, is sufficiently indicated by the inclusion in Case 1, of a few coarse specimens of Pre-Wedgwood ware, of Staffordshire manufacture. They are the only exhibits in the entire building which are not associated with his name, and they are only introduced for purposes of comparison. Most of them are rudely finished examples of brown tyg and posset pots, with a few pieces of floor tiles. The articles are intended for strictly utilitarian purposes, and make not the slightest claim to be ornamental. Up to the early part of the eighteenth century, little originality was displayed by British potters, such changes in shape and ornamentation as were made, being due to foreign influences. Wealthy people went to Holland for delft, to China and Japan for Porcelain, to Spain and Italy for other varieties of ware, and the English potter was content to go on making only crude domestic vessels until the general use of tea and coffee led to a demand for a new variety of ware, which the English potter met with some very creditable and graceful productions in salt glaze, either plain, or decorated from the designs on the expensive porcelain previously imported from China and Japan. In the first five cases of the museum we see examples of Wedgwood's earliest work in the salt glaze method attributed to about 1759, when he was at the Ivy House Pottery at Burslem. Together with these are the original bisque models of the 1760-1770 period. It was the custom of Wedgwood before he sent out an actual piece for the market, to make a bisque pattern as a guide for future orders, and to prevent workmen from diverting from the original, either in shape or decoration.

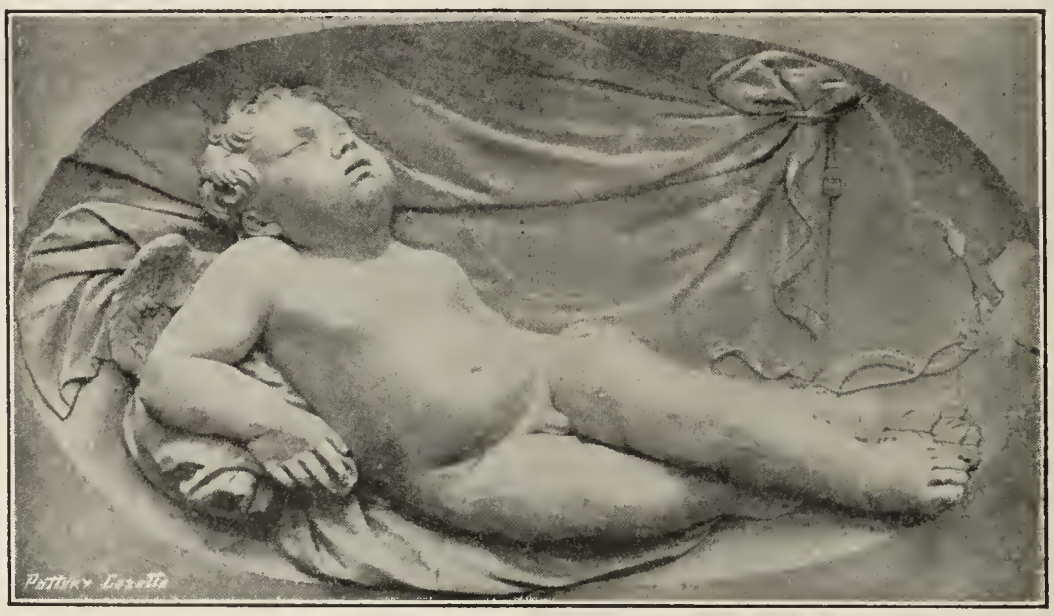
The salt glaze pieces are not, perhaps, so fine as the products of some of his contemporaries, but they show a good deal of novelty in design. Wedgwood, probably first made the acquaintance of some of the designs when he was with Whieldon at Fenton. For instance, the cauliflower pattern was Whieldon's originally, but Wedgwood effected great improvements. It is applied to tea ware, and in addition to the two cauliflower tea-pots in the museum, there are four others, so designed as to indicate the natural formation of a clump of lettuce. There are also shown cream jugs, milk jugs, baskets and sauce tureens, in salt glaze, some of the pieces being decorated after the Chinese designs to which we have already alluded. One little teapot is ornamented with a typical Japanese decoration. It may be observed, in passing, that Wedgwood prided himself upon the ease with which his teapots could be cleaned, and upon their pouring qualities. In the Hanley public museum is a fine teapot which has hitherto been attributed by some authorities to Whieldon, but Mr. Jahn, the curator, has recently identified it has having been made from one of the raised moulds shown in Case 1 of the Wedgwood Museum, proving conclusively its real authorship. This case also contains four curious cornucopias, intended to hang on the wall and hold flowers. They are decorated in the centre with female figures in bold relief, showing that even at this early period, Wedgwood was not oblivious to the adaptation of the human figure to decorative purposes, an idea which was subsequently developed with such success in his applied work on jasper. Mention must be made of three large pitcher plaques of Herculaneum subjects—Chiron teaching Achilles, Polyphême, and Marcias and the young Olympus. A fourth companion subject "Papyrius and his mother" is housed in Case 4. These are interesting because Wedgwood, at a later period, drew so largely upon mythological subjects of this character, for the decoration of his principal pieces.

In Case 2 are some quaint ink pots and other writing utensils which carry us back to the days of the old quill. Besides a well to hold the ink, the stands are provided with receptacles for water, in which the points of the quills were placed after use in order to keep them clean. Another accessory of the desk to be seen here, is the old sand dredger, the purpose of which was to hold the fine sand dredged over newly written manuscripts to effect the same end as is now accomplished by the use of blotting paper. One of

the best of the inkstands is adorned with the cock's head design, afterwards introduced into a number of basalt pieces. In this case are the original pitcher blocks of the famous Triton candlesticks. They were modelled by Keeling in 1785 from the original by Michael Angelo. Panels of Cupid stringing his bow and sharpening his arrows are noticeable. Some specimens of shell ware serve to remind us that the great potter made conchology a study, and formed an excellent collection of shells, eventually adapting these exquisite natural forms to his art. Two beautifully modelled female figures of Diana and Minerva, intended for candelabras, compel admiration, but their modeller is as yet unknown. Judging from their superior workmanship they were by one of the most skilled of Wedgwood's coadjutors. In the centre of this case is a fine bulb-pot, containing two separate receptacles for bulbs, mounted one above the other, these being supported by two doves, on a substantial plinth about seven inches square, panelled on all sides with figures and festoons. It is a most artistic piece, but does not surpass in grace or beauty of outline, a charming little flower font, which stands near by. This is a small piece, not more than five inches high. Its only decoration is a leaf with serrated edge, somewhat of the cactus order, but its very simplicity is one of its most attractive characteristics.

The largest and most imposing piece in Case 3, is a wine-cooler, in Egyptian style. It stands about a foot high, and is nine or ten inches in diameter. It is decorated with Egyptian inscriptions. These, so far, have not been deciphered, and one wonders whether the characters are really Egyptian, or only imitation. Probably they are the genuine thing, and it is more than likely that Bentley assisted in their preparation. A selection of ewers and jugs is there shown displaying the pure Greek outline, and an important exhibit is a richly embossed bowl in Arabesque style. A cream jug, decorated with an applied scroll Arabesque ornament was pointed out as a pattern which the Wedgwood firm are reproducing to-day in considerable quantities for their highest class trade. Wedgwood executed a whole suite of dinner, tea, and other table ware with the vine leaf decoration of which one notices examples here, but nothing in this case is finer, perhaps, than a very delicately-pierced basket in shell form. The whole of the piercing has been accomplished by the piece being pressed in a mould. To-day, a similar piece would be pierced with a knife, a much more expensive and less effective process. A second basket possesses the remarkable feature that although oval in shape, it was turned on the lathe. The sides of the basket are exceptionally thin, and the exterior decoration represents fine straw plait, most charmingly fashioned with a "runner" used in connection with the lathe. This lathe, by the way, was Josiah's own invention, and is actually still in use on the works to-day. It may be here remarked, that one of the ceramic treasures in the Hanley museum is an oval teapot in the same style as this basket, but more elaborate in many ways.

Case Number 4, over which presides a big bust of Dean Swift, shows in its contents a considerable advancement over the preceding forms. Here we find Wedgwood striking out into the figure line. Not a few of these are modelled from originals recovered from the ruins of Herculaneum, and brought to this country by the Marquis of Lansdowne. Some candelabra in the form of statuettes of Ceres and Cybele, Pomona and Hebe, are striking. The two last named are said to be the work of Flaxman. Two plaques depicting nymphs dancing, are amongst the Herculaneum examples. We are enabled herewith to reproduce a photograph of a panel, about 10 inches by 6 inches, representing a chubby sleeping Cupid in high relief. This piece, was at first staged in the museum, as the famous "Somnus" or sleeping boy, modelled by Coward, in 1772, and it was only when a minute scrutiny was being made of the piece by Mr. Austin, in company with the POTTERY GAZETTE representative, that it was suddenly discovered to be a different piece altogether. The two pieces, nevertheless, are remarkably alike, but whereas our photo shows that the Cupid has a quiver of arrows beside him, the "sleeping boy" in the "Somnus" has a posy of autumn fruits and flowers. The figure, in the latter case, is also in a much more reposeful attitude than is the case with the Cupid. On either side of the panel illustrated are two choice little subjects representing "Music" and "Art," cherubs playing the lyre and the horn constituting the former, while in the "Art" subject the ornamentation shows one cherub deftly limning the form of another. A superb candlestick is formed by the device of a dolphin, mounted on a pecten shell plinth, the poised tail of the fish serving as the holder for the candle. A collection of small Greek oil lamps, busts of Bacchus and Ariadne, and some more bulb pots of chaste design, complete the contents of this case. Bulb pots were evidently in great vogue in Wedgwood's day, and it must be noted that the earliest of Wedgwood's vases were for use as well as ornament, as evidenced by these pots for growing bulbs or roots, and the "bough" pot, for cut flowers on the hearth, in spring and summer. There seems to be no reason whatever why these bough and bulb pots should not be as popular in this 20th century as they were in the 18th, and we hear with pleasure that Messrs. Wedgwood contemplate testing the feeling of the market of to-day, by reproducing a variety of these articles. The fifth and last of the five cases of bisque patterns includes an Egyptian vase, with sphinx lid, to which constant handling has imparted a lovely polish. One of the vases here shown is formed of four quivers joined together, with two doves, symbols of love, on the lid. Its effect, however, is spoiled by a conventional leaf decoration on the base. A slight alteration would make the vase very beautiful, but as it is, it is one of the least graceful of Wedgwood's vases we have seen. We have alluded at some length to these first five cases, because they constitute a collection of pieces such as it is absolutely impossible to see in any other museum, and afford an opportunity to collectors and connoisseurs to verify doubtful forms and pieces which should on no account be missed.



PANEL—SLEEPING CUPID.

Cases 6 and 7 may very properly be considered together, as they are devoted to early examples of the "Queen's Ware," which won for Josiah the royal patronage. It was about 1764 that Queen Charlotte ordered "a complete set of tea things" with a gold ground and raised flowers

upon it, in green. This service was forwarded to St. James's Palace, between August 7 and November 25, 1765, but the table ware subsequently known as "Queen's Ware" was in plainer style. We reproduce herewith one of the very earliest examples of this style which was found in one of the workshops, thick with dust. It was made before the Queen's Ware had reached a state of perfection, and this is evidently a go-between, between the salt glaze and the perfect glaze on the Queen's Ware proper. The piece stands about 20 inches high, and the body is about 11 inches in diameter. The base is decorated with acanthus leaf, and in the centre are some crude lion's heads depending from which are festoons of flowers. The vase was produced at



QUEEN'S WARE.

a time when Wedgwood did not employ any eminent assistants and there is a crudeness about the lion heads which leads to the suspicion that Wedgwood himself was trying his hand at modelling on this piece. Traces of a band of gold still adhere to the pediment, reminding us of a day when gold was not fired, but when it was the custom to dust the gold on to oil size, the result being that it rapidly wore off. That this process did not suit so exacting a man as Wedgwood, is shown by a letter which he wrote to Bentley, prior to taking him into partnership, in which he says, "I have just begun an enamel work, and am in great want of some gold powder such as is burnt in upon china. It is made by one Mr. Shenton only, and sold by him at seven guineas per ounce. I should be glad to have a few pennyworths. . . . Mr. S. may perhaps give you instructions about the best manner of using it, and when I have his address, will write further to him and settle him a credit in London for that gold I order in future."

We need not refer in detail to the pieces comprised in the Queen's Ware collection. One of the best of the exhibits is a centre piece for table ornamentation, the body of which is supported by three sphinx claws. It has a cover upon which are seated three exquisitely modelled female forms. This piece was only found a week or two ago, lying about the works, covered with dirt and limewash! An ice-pail in three parts is shown, which Mr. Austin has been commissioned to reproduce. Its date appears to be about 1770, and it has been thrown and turned. Round the upper part of the lid are artistic perforations, and the body is ornamented with neat festoons, leaf "ears" being used for the handles. A pair of vases of conventional form show to what trouble Wedgwood was prepared to go to produce the most effective results. The vases have a border of leaves and each individual leaf has been put on separately, involving an enormous expenditure of labour. Such a decoration would never be attempted on earthenware at the present time; the piece would, instead, be made in a mould, and, as a consequence, would lose the sharpness and delicacy achieved by Wedgwood's methods. Very original and serviceable is a slender table centre so fashioned as to enable little custard or jelly pots to be hung on to outstanding points in the decorative treatment. A few examples are included in these cases of the white "pearl" ware made by Wedgwood at an early period, and still manufactured to-day. It is a striking contrast to the definite yellow hue of the first Queen's Ware, a colour which was reduced to a delicate cream at the period of greater perfection.

Cases 9 and 10 bring us to the choicest collection in the Museum, viz., the black basalt ware produced at Etruria after Wedgwood had been joined in partnership by Bentley. Basalt ware was not unknown to the potteries before this time, under the name of Egyptian black, but the Etruria productions left all competitors far behind both in uniformity and richness of colour, and in the fineness of their grain, which imparted an exquisite smoothness to the touch—while in form and subject they were simply unapproachable. The principal exhibit in this collection is a fine centre piece in the form of a shallow oval-shaped embossed vase, supported on either side by a winged sphinx, and having Leda, or swan, heads as handles. It stands on an oblong plinth, which has a Greek key border running round it. Age and use have imparted to the piece a fine dull bronze-like surface. Close by we find a lovely basalt kettle, with the "musical boys" decoration. A very similar one was purchased a few days ago from the Hewitt Collection sale, for the Hanley Museum, at a high figure. Special mention must be made of two stately old pieces called the "Leopard handle vases." They are beautifully proportioned, having most graceful outlines. The flinted body is engine-turned, and the handles, which grow out of grotesque masks, are ornamented, as the name implies, with leopard heads. The vases are valued at £100 each, but if sold in public would probably fetch much more. Allusion is also called for by a very large Grecian urn of pure outline, and a peculiar vase, fashioned all in one piece, with a fish tail top. This was also amongst the finds unexpectedly made during the search for old pieces on the works. A prominent position in this collection is given to a copy of the well-known "Warrior" plaque, portraying the funeral of a Roman warrior. The subject from which this was modelled was on the sarcophagus in which the Barberini vase was found. An assortment of ewers, lamps, inkstands, vases, statuettes and intaglios is also included in this section.

So early as 1748 Wedgwood had experimented in the production of porphyry and agate ware, and in Cases 11 and 12 we find a selection of his later achievements in this direction, together with specimens of granite, lustre and mottled ware. The mottled ware is not attractive, but the agate and porphyry examples are wonderful tributes to Wedgwood's ingenuity as a potter and chemist. The chief pieces are two candlesticks and a Grecian shaped vase of solid agate on a black basalt pedestal, an odd combination to which many people will object as inartistic. Case 12 has a shelf devoted to red terra cotta ware, amongst which a chocolate bulb pot, a candlestick and some painted flower pots are pleasing. But the collection, except as showing the versatility of their author, does not call for special mention as Wedgwood's terra cotta was never an important section of his trade, and did not rival that of some of his predecessors.

The principal contents of Case 13 consist of a small selection of Etruscan vases, jugs, &c., the greater part said to have been made at Etruria, though, as everyone knows, there was quite a "rage" for these products whilst Josiah was still at Burslem. On Feb. 6, 1769, he wrote that an "epidemical madness" reigned for them, and another letter, somewhat earlier, shows that the demand was such as to cause the great potter to resort to a device not often associated with his name, viz., that of doctoring imperfect pieces. The story is often told of him that when he found anything not quite perfect on his works he would smash it with his stick, saying, "This won't do for Josiah Wedgwood." But in another letter, written about the same time as that from which we have just quoted, he writes. "I have settled the plan and method with —— to tinker all the black vases that are crooked. We knock off the feet and fix wood ones, black'd, to them." On March 23, 1769, he wrote further, "We have doctored, I won't say tinkered, nearly £100 worth of what were deemed reprobates here, and by the next week's end, I believe, shall not have a single waster left. I have got an excellent cement which we can even mould into the ornaments, which grows nearly as hard as the ware, and scarcely to be distinguished from it." Later on he mentions that by aid of this wax cement they had arrived at such a degree of perfection in v-mending (vase mending) that they had not had two seconds in the last three ovensful, nor even a one that he knew of! Rather an interesting sidelight on "J. W." this, but we may be sure that the demand must have been terrific before he permitted anything at all to be doctored in this way. It is believed that it was due in no small measure to his success with these Etruscan vases that he was able to purchase the estate upon which he erected Etruria, and the name he bestowed upon it lends colour to the theory. The Etruscan ware staged in the museum includes a number of loan pieces. One piece is a beautiful production of a Wedgwood and Whieldon period—a teapot with a black and red decoration depicting a lady angling.

Cases 14 and 15 bring us to the most famous and beautiful of all Wedgwood's productions—the Jasper ware. He himself, in his introduction to the jasper vases, catalogue of 1787, says of them: "As these are my latest, I hope they will be found to be my most improved work. Verbal descriptions could give but an imperfect idea of the delicacy of the material, the execution of the artist, or the general effect, and I must therefore beg leave to refer those who wish for information in these respects to a view of the articles themselves." The ware in the museum is far from giving an adequate representation of Wedgwood's best jasper, being a rather small collection, but it includes some magnificent individual pieces. For instance, there is the "Homeric Vase" (one of the Pegasus vases), a very large oviform piece, in pale blue, on an exceedingly deep plinth, the lavish decoration of which serves a rather inartistic purpose in preventing the beholder from concentrating the central point of his attention upon the charming white bas relief of Flaxman, on the vase itself, depicting the "Apotheosis of Homer." Another exhibit consists of a white marble plinth, inlaid with jasper medallions, supporting a vase of Grecian form, with a frieze of Flaxman's superb figures representing "Blindman's Buff." A small fern pot, into the composition of which four different-coloured jaspers enter, is described as unique. The colours are sage-green, grey-blue, lilac, and white, and the decoration is Arabesque. The general effect is not so pleasing, however, as it would have been had fewer colours been employed. The impression produced by a pure Greek ornament, in the form of Ionic columns in sage-green jasper, is much more satisfying. Other pieces are in blue, green, and lilac, and there are numerous cameos shown. One of these latter represents "Linnæus," which was discovered in a singular manner. Mr. Cecil Wedgwood, one of the present partners in the firm, was on active service in South Africa at the time of the Boer War, and one day, whilst he was there, one of the late Mr. Cecil Rhodes' fruit farmers came to him with a medallion, the subject of which he was anxious to identify. Mr. Wedgwood was able to recognise the piece as genuine Wedgwood, but did not know the figure; so, taking a rough sketch of it, he sent the drawing home, with instructions that search should be made among the models. This being done, the actual model was found, showing the figure to be Linnæus. Up to that time the firm were not aware that they possessed such a model.



APOTHEOSIS OF HOMER: JASPER WARE.

In the jasper cases are also to be found Flaxman's original sepia drawings of his "chessmen," for which he received the not over-generous remuneration of six guineas. Here are also some of the wax models taken from the drawings, together with a lovely set of finished pieces. Recently the original mould of the jasper chessboard accompanying the playing pieces was found, but an actual finished chessboard, we understand, is not known to be in existence. One of the pieces, the "Queen," it is of interest to learn, represents Mrs. Siddons, the famous actress (of whom Flaxman made a medallion), in the character of Lady Macbeth. Occasional orders for sets of these chessmen, as show and cabinet pieces, are still executed. A tiny model of the head of Flaxman's sister, executed when the sculptor was only fourteen years of age, is shown. Its execution is similar, in many respects, to the sleeping Cupid, of which we have already reproduced an illustration. Flaxman executed two of these models, one representing his sister smiling and the other weeping. They have only recently reverted to the possession of the Wedgwood family. Several cameos bear the chained negro and the inscription "Am I not a man and a brother?" Wedgwood and Bentley were ardent opponents of the slave traffic, and these cameos at one time had a very large sale.

The sixteenth Case is devoted to ware printed at Liverpool in 1770. At that period all the ware made in the Potteries, and intended to be printed, had to be sent to Liverpool by pack-horse, being there printed and fired, and then sent back. It was the expensive breakages caused by this tedious process which caused Wedgwood to throw himself so heartily in the project for the cutting of the canal which runs alongside the works.

The seventeenth and last of the wall Cases is chiefly given up to articles relating to the Portland Vase, but there are also plaster casts of Flaxman's noble "wine" and "water" vases, the first he ever did for Wedgwood, and some important specimens of Webber's handiwork. In cases placed along the centre of the room are placed the "trials" already described, and the original models of several large panels are also noteworthy. Much more might be written of this remarkable collection of Wedgwood relics, but space forbids. We hope that sufficient has been said, at any rate, to excite a desire on the part of readers to pay the museum a visit, in which event we can assure them that a most courteous and kindly reception will be accorded them. The museum will be open to the public free of charge for some time, and will then be available for inspection at a nominal fee.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN APRIL.

AN important change has been made in the monthly report published by the Labour Department of the Board of Trade as to the state of employment in the pottery and glass trades. The number of persons employed in the various branches of the glass trade and the amount of wages paid are given in detail. The returns from the two industries are given separately.

The Pottery Trades.—From information based on returns from employers and employers' associations, from a trade union, and from local correspondents, it appears that in the pottery trades employment in April continued fairly good in England, and that in Scotland it was fair. In Staffordshire employment continued fairly good, and was slightly better than a month ago. At Swadlincote (Derbyshire) half the factories again worked four days per week. Employment in the South Yorkshire and River Aire district continued moderate. In the Woodville district it was quiet with makers of sanitary ware. In North and South Devon it was fair on the whole. In Scotland employment generally was fair, and better than a year ago. With tobacco pipe makers at Glasgow employment was bad, and worse than in March.

The Glass Trades.—The information as to the state of employment in the glass trades in April, published by the Board of Trade, is based on 121 returns—76 from employers and employers' associations, 19 from trade unions, and 26 from local correspondents. Employment was moderate generally, and about the same as a month ago. It was better than a year ago. Returns from firms employing 9,022 workpeople, and paying £10,662 in wages during the last week of April, 1906, show that, compared with a month ago, there was a decrease of 0·1 per cent. in the number of workpeople employed, and of 2·2 per cent. in the amount of wages paid. Compared with a year ago, there was an increase of 2·4 per cent. in the number of workpeople employed.

In the North of England and in Worcester and Warwick, there was some slight improvement compared with a month ago, but employment was moderate on the whole. In Yorkshire, Lancashire, and in Scotland there was a decline. As compared with a year ago, there was an improvement in all districts except Scotland, where the numbers employed show a decline. Employment was reported as good at St. Helens with sheet glass makers and flatteners, and fair with flint glass makers and plate glass bevellers at Birmingham.

Detailed statistics are given as to the number of persons employed, and the amount of wages paid them on the last pay day in April in each branch of the glass trade. This is the first time these particulars have been given, so that they cannot be compared with the figures for last year, or with those of the previous month, March.

RETURNS FOR LAST PAY DAY IN APRIL, 1906.

Branches.	Number Employed.	Wages Paid.
Glass Bottle	4,743	£5,896
Plate Glass	195	218
Flint Glass Ware (not Bottles	2,719	2,939
Other Branches	1,365	1,609
Total	9,022	£10,662

The following table shows the number of persons employed in the glass trades in each district, and the amount of wages paid them on the last pay day in April. This table will be useful for comparison with future returns :—

Districts.	Number Employed.	Wages Paid.
North of England	1,179	£1,214
Yorkshire	2,282	2,738
Lancashire	2,592	3,254
Worcester and Warwick ..	1,916	2,332
Scotland	676	741
Other parts of United Kingdom	377	383
Total	9,022	£10,662

A Consul's Suggestion to Jug-makers.—The British Consul at Alexandria suggests that there might be an opening in glassware for tumblers and water jugs, so constructed that it would be possible to place ice in them without its coming into contact with the contents. It is true, he says, very large jugs made in this way can be bought, but the idea does not appear to have been extended yet to glasses for drinking purposes and small water jugs.

Reviews.

French Pottery and Porcelain. By Henri Frantz. Illustrated. Seven coloured plates, 58 black and white plates, and 12 pages of marks and monograms. London: George Newnes, Ltd. 7s. 6d. net.

THIS volume is the latest addition to "Newnes' Library of the Applied Arts." It is uniform with "Dutch Pottery and Porcelain," by W. Pitcairn Knowles; "English Table Glass," by Percy Bate, and five other volumes. In a work of only 177 pages, including a copious index, we could not expect an exhaustive treatment of such a wide subject. There is very much to be said about "French Pottery and Porcelain," yet, as a matter of fact, comparatively little has been published on the subject. Our principal knowledge of early French china was for a long time derived from sketches of the career of Bernard Palissy. There have been descriptions of particular factories, and of particular wares; but, with the exception of Jacquemart's *Histoire de la Céramique*, and Garnier's work with the same title, there has been no comprehensive history of French pottery generally. Those who have not access to the two histories named will read with interest the present account of the Ceramic Art in France. The author, in the limited space at his command, could not do more than point out briefly the distinctive features of the various manufactories of faience and of porcelain. When we remember how numerous those manufactories were, we shall realise the necessity for the condensation apparent throughout the work. Yet in this short history the author has pointed out their distinctive characteristics in a very intelligible and interesting manner. This makes the book doubly useful. French life and character are indicated in French pottery; thus the diligent student of French ceramics becomes familiar with many of the national characteristics of France.



FIG. 1.—PALISSY DISH, ENAMELLED.

The work opens with a cursory reference to French ceramic art in the sixteenth century, and the author, pointing to the works of art produced by France during the fifteenth and sixteenth centuries in the way of painting and sculpture, and to the magnificence of her cathedrals, and the marvels achieved in jewellery and tapestry at that time, is "surprised to find how relatively late was the development of French ceramic art, and how this art, which was one of France's glories in the seventeenth and eighteenth centuries, was neglected during the period of the Renaissance." "While keeping pace with Italy and submitting to the influence of her painters and sculptors, France seemed blind to the splendid achievements of Italian majolica, then at its best." Still, porcelain was made in France then. "There was a factory at Rouen in 1442 of whose products nothing is known; but two pictures composed of enamelled tiles . . . . were made at another establishment there in the sixteenth century. These tiles, on which are depicted thoroughly Italian subjects, formed part of the pavement in the Château d'Econen, built by the Constable de Montmorency. One of them bears the inscription '*A Rouen*, 1542.'" There was also a factory at Lyons about 1556, but the author ascribes the poverty of ceramic productions up to the time of Bernard Palissy as partly due, probably, to the great vogue which Limoges enamels then had in the country. The origin of the beautiful ware known as *faience de Henri II.* (of which there are now only about forty specimens) is touched upon, and then ten pages are devoted to Bernard Palissy, "the greatest figure in the history of sixteenth-century French ceramic art." "In his work, and in the multiplicity and variety of his knowledge, he showed himself to be not only one of the most enlightened spirits of his period, but a man altogether in advance of his age." The author quotes Palissy's own account of the way in which he discovered (not by accident, but after much diligent search) the manufacture



FIG. 2.—SÈVRES DISH IN SOFT PORCELAIN. 1757.

of enamels. He was shown an earthenware cup, turned and enamelled, so beautiful that, though he knew nothing of argillaceous earths, he set himself the task of finding out how, and by what agency, that cup was enamelled. For fifteen years he continued to search for a white enamel like that cup —and found it. He was in this respect behind some of his contemporaries, even in France, "but it is just because he sought and found out for himself, that his work is so absolutely individual. "It was only after incalculable labour that he achieved the discovery of his white enamel. The difficulties encountered by Palissy in firing his enamel (as related by himself) were reproduced almost verbatim by Silas Blenkarn in the play of "The Middleman."

M. Frantz divides the work of Palissy into three periods. In the first are the marble dishes and the first example of the rustic basins. The second period is characterised by those rustic pieces which nearly always consist of a basin or dish in which is seen an eel lying amid rockwork, or a coiled viper. From the third period date the dishes with figure subjects, statues and statuettes. Fig. 1 is an example of the second period, and is a reproduction of a Palissy dish in the collection of George Salting, Esq. The dish is 10½ in. diameter, with a viper in the centre coiled on fern leaves, with shells, &c., around. Palissy's rustic dishes were mostly ornamented with snakes, frogs, fishes, lizards, &c. His great concern was to imitate nature with a touching realism and an extroardinary regard for truthfulness. According to our author, the artist potter seems to have been remarkably successful in this direction. "Speaking of his lizards. Palissy writes that real lizards often came and admired them," and "concerning a dog that he had made he says that many other dogs began to growl on encountering it, thinking it to be alive." Palissy was too great an artist to believe in spreading art by the multiplication of cheap things. He did not wish for large productivity. "It is far better," he wrote, "for one man or a small number of men to make their profit from some art by living honestly than for a large number of men to struggle one against another so that they cannot gain a livelihood save by profaning the arts, leaving things half done."

The ceramic productions of the great towns over all France are dealt with by the author, but thirty-two pages are devoted to Sèvres, the "Dresden of France." From that celebrated manufactory have issued the most renowned masterpieces of French porcelain now exhibited with pride in museums and private collections. "The manufacturers of soft porcelain established at the beginning of the eighteenth century had not produced works either very new or very original. There was no official encouragement for the French porcelain industry. In the edict of Louis XIV. (1667) concerning the organisation of the Royal Manufactory of Furniture to the Crown, established at Gobelins, there is mention of upholsterers, goldsmiths, and cabinet makers, employed under the direction of Lebrun, but no reference is made to ceramic work. Thanks, however, to the influence of Madame Pompadour, that enlightened patroness of the arts, things were changed for the better under Louis XV. The beginnings of the manufacture of porcelain at Sèvres are recorded in a number of extracts quoted from a memoir drawn up by Bachelier, a painter engaged at the works. This is a very interesting chapter.

It appears that the death of one of the comptrollers seemed likely to endanger the continuance of the manufacture by causing the dissolution of the society. An order in Council (August 19, 1753), reorganised it, limiting the duration of its new licence to twelve years. The King (Louis XV.) authorised the manufactory to bear the title of "Royal Manufactory of the Porcelains of France," to sign with his monogram, and to sell its productions throughout the kingdom.* As the Vincennes establishment was becoming cramped for room, and as a position nearer the King was desirable, the new factory was established between Paris and Versailles, in the Domaine de la Diarme, previously a summer residence of Sully. The secrets on which the undertaking was based became the property of the King, and from that date Sèvres began to produce with unwonted activity, and its productions became the fashion. In spite of its renown, the company (in which the King held a fourth share) was always on the verge of ruin, and pursued the King and his Ministers with entreaties for money. Instead of granting these requests, the King, in 1759, revoked the licence, returned the other shareholders their money, placed the establishment under the administration of a Councillor of State, and granted it an annual subvention of 96,000 livres from the Royal Exchequer. How Sèvres for a time enjoyed a monopoly in porcelain manufacture, and its progress to the present time under Government patronage and support, is narrated by M. Frantz in a fascinating manner. The chapter on Sèvres alone is well worth the price of the volume.

Wherein does Sèvres porcelain excel? The author fully explains this. Briefly, it is in the composition of its soft paste and the method of its manufacture, and in the variety and richness of colouring. Fig. 2 is a reproduction of a dish in this soft porcelain, a perfect specimen of the rich, soft colouring employed. The original (of the period 1757) is in the Sèvres Museum. The author tells us all about this soft porcelain (except its composition), the texture of which is so fine and close that the non-enamelled portions offer a softness to the touch—one might term it a velvety quality—by which they may almost be recognised. Descriptions of other factories are given. The book is well printed in large type, and, like all the volumes in this series, it is beautifully illustrated. The seven coloured plates are artistic reproductions. All the Sèvres marks on porcelain are given, there is a list of useful books of reference, and a comprehensive index. We are indebted to the publishers for our two illustrations.

Japanese Pottery. Official Publication. Illustrations and Marks. 1906. London: Wyman & Sons, Ltd. Cloth, 2s. 3d.; paper cover, 1s. 6d.

While preparations were being made for the Philadelphia Exhibition, the authorities of the South Kensington Museum decided to send to the Japanese Section of it a representative series of the older Japanese ceramic wares. The Japanese authorities joined them in the scheme, and obtained specimens of interest from various parts of the Japanese Empire within a limited price. It was arranged that, after the Exhibition, the collection should become the property of the South Kensington exhibition. A report on Japanese ceramics was prepared by Mr. M. Shioda, and translated by Mr. T. Asami, to accompany and illustrate the collection. The present volume consists largely of that native report, with an introduction and catalogue by the late Sir Augustus W. Franks, K.C.B., F.R.S., &c. The work was originally published in 1880. The present is a second edition, in which the original text, as prepared by the late Sir A. W. Franks, has not been altered, but a considerable number of plates have been inserted, so that nearly every class of ware is now illustrated. A list of books, &c., relating to Japanese ceramics has also been added. Mr. Ninagawa, of Tokio, had published a work on Japanese pottery, entitled "Kwan ko dzu Setsu," in five parts. This work has been made use of in the volume under notice. The intimate relations between the Japanese Government and our own, the cordiality with which the

* It should be mentioned that in 1747 King Louis had given the company 40,000 livres; in 1748 he gave another donation of 30,000 livres, and the same sum in 1749.

Japanese officers and sailors were received on their visit to this country, and the great interest which we now take in all that pertains to what is perhaps the most remarkable nationality in the world, afford ample justification for the reissue of this work. What a wonderful country is Japan! and what a remarkable people are the Japanese! The natives who have furnished the report upon which this work is based deal principally, indeed almost entirely, with Japanese pottery, but they do this in such an interesting manner that one wishes they had digressed a little to tell us something about their people and their towns. Europeans have told us much (the late Sir Edwin Arnold, for instance), but it would be interesting to hear what native writers have to say about the country they love so well, and the towns of which they are so justly proud. Nagoya, a manufacturing town with 250,000 inhabitants, is full of porcelain factories, cloisonné works, and cotton mills, and is yet clean and quiet. It would have made Longton people envious if the native writers who furnished the report I have referred to had told them, as they could have done, that Nagoya, the centre of the Potteries of Japan, is "a town of sunny streets and pure fresh air, whose sky is blue and clear, and whose trees are green." But the subject of the work is pottery and not towns.

The ceramic wares of Japan exhibit great difference in their composition, texture, and appearance, and may be roughly classed under three principal heads: (1) Common pottery and stoneware, generally ornamented by scoring and glazing the surface; (2) a cream-coloured faïence with a glaze, often crackled, and delicately painted in colours; and (3) "hard porcelain." To the first of these classes belong the wares of Bizen, old Seto, Shigaraki, and other fabrics, including the Raku wares. In the second class are the factories of Amata, Satsuma, and recent imitations of the latter at Ôta and elsewhere. In the third class the most celebrated hard porcelains are made in the province of Hizen, or Seto in Omari, and Kiyomidzu, near Kioto. The coarsest porcelain is that made at Kutani. The introduction by Sir A. W. Franks is most instructive to the connoisseur and to the historical student. The Japanese trace many of their improvements to the teaching of Corean potters, who settled in the country at various times, but it is to the Chinese that they are indebted for their great advances. Japanese writers refer the origin of the making of pottery to a period anterior to 660 B.C., but Sir Augustus Franks says "the first good Japanese glazed pottery was made at Seto, about 1230, by a potter who had learnt the art in China," and that the "first porcelain made in Japan is attributed to Gorodayin Shonsui, who returned from China about 1513." The only superior pottery which claims a Corean origin is the well known Satsuma ware. Sir Augustus explains that "the fondness of the Japanese for foreign wares is shown by the relative values placed by their collectors on different kinds of pottery. First comes the pottery made in Corea itself; secondly, Japanese pottery; thirdly, Chinese porcelain, especially of single colours. Their own porcelain they do not seem to collect to the same extent. "In none of the collections formed before the opening of Japan to Western commerce in 1859 do we find any specimens of Japanese pottery, and rarely more than one class of Japanese porcelain, a class made almost exclusively for exportation, and which we know as 'Old Japan.'" The introduction deals with the shapes and uses of Japanese vases, their decoration and marks. The most common mark on Japanese wares is the name of the potter—very unlike the Chinese in this particular. Sir Augustus points out that "in China every piece passes through the hands of a number of workmen, each contributing his fraction to the decoration, so that no single specimen could be marked as the work of one man. In Japan it is otherwise. "The factory is small, carried on by a single potter and his own family, and he is naturally proud to add his name as a guarantee of its origin." This was the case with the older wares made chiefly for home consumption. The rich porcelain exported to Europe (and for which the Japanese themselves had no liking) had inscribed on it a false Chinese date or a device of no meaning.

The Japanese report upon and catalogue of the specimens collected is ample, interesting, and fully illustrated. There are 138 illustrations accompanying the text. The numerous wares are described in detail and good specimens are illustrated. There are pieces of Oto ware, Yeiraku ware, Awaji ware, Seto ware, Satsuma ware, Arita ware, and many others not so familiar in this country. The chapter on Seto ware is very interesting. Seto, where the ware is made, is a village in the province of Owari; it dates so far back that its origin cannot be traced. Records show that in 927 A.D. pottery made there was submitted to the Emperor, but no examples of it are known to be in existence. "Kato-Shiroyemon went to China in 1223 A.D. for five years to study the art of pottery making. . . On his return, after many experiments and, of course, many failures, he found a good clay near the village of Seto, and he accordingly set up a kiln and commenced work there." The factory prospered, and the quality of the ware improved. The finest work was in the production of tea utensils and incense burners, the latter inspired by Chinese ideas. There is a well printed illustration (Fig. 14) of an incense burner in Seto ware. It is in the form of a cylindrical cage of interlacing circles, resting on a stand with three small feet. The body is white porcelain with scrolls on the stand painted in blue. This is a modern production, made at Seto about 1830 A.D.

Awaji ware is very popular in this country. It comes from a small factory in a village in the island of Awaji. "The ware is of a very delicate yellow tint, like Awata ware, having a beautiful glaze covered with fine cracks and carefully painted with more or less transparent enamels. A saucer dish in Awaji ware is illustrated in the volume. It is a beautiful production in porcelain, with ornaments incised in outline and glazed in green and purple on a Nankin yellow ground. In the centre a phœnix, surrounded by conventional sprigs. The dish is 12½ in. in diameter, and was made about 1830.

U.S. Pottery Imports in 1905.—Of the $12,199,605 worth of earthen, china, and stone ware imported into the United States last year, the United Kingdom supplied $2,665,490 worth, being 10·8 per cent. less than in the previous years. This was the only decrease, the imports from the other principal sources of supply being as follows, with the percentage of increase in brackets after the totals:—Austria-Hungary, $966,243 (8·6); France, $1,833,326 (1·2); Germany, $5,042,605 (7·4); Japan, $1,237,617 (51·1).

A Constant Reader of the POTTERY GAZETTE, some years ago, in conversation with an old-fashioned dealer, suggested the advisability of making the shop look a little more spick and span. To his surprise the old dealer said, no greater mistake could be made, and he further stated he was constantly in the habit of littering a bit of straw down in his shop by any dinner set which he was particularly desirous of selling, on the principle that a lady seeing a bit of straw would be sure to make for it, and scratch amongst it just like a hen, and at the same time, instead of looking for the corn, would look at the dinner set, in many cases leading to business. No doubt this humorous observation is supported by the facts of the case. The reason we should give would be that, seeing the signs of recent unpacking, the lady customer would promptly scent novelties and make for them at once.

CHINA AND GLASS DEALERS' ASSOCIATION.

(By a "Pottery Gazette" Reporter.)

THE annual meeting of the members of the China and Glass Dealers' Association of the United Kingdom was held on the evening of Wednesday, May 16, under the presidency of Mr. Decimus Marsh, Woolwich, at the Saracen's Head Hotel, Snow-hill, E.C. Amongst those present were Mr. A. E. Watson, Reading, secretary; Mr. J. L. Carter, Derby, and Mr. W. T. Church, of Northampton, vice-presidents; Mr. W. Neaverson, Halifax; Mr. W. J. Davis, Reading; Mr. F. Poulton, Reading; Mr. Christmas, Crouch End; Mr. Buck, South Tottenham, and Mr. Tillstone, Horsham. Apologies for absence were intimated from Messrs. Buchanan, of Dumbarton, Craig, of Arbroath, Godwin, of Dorchester, J. & R. Reid, of Edinburgh, and White, of Bridport.

The Chairman, in opening the proceedings, said he had much pleasure in occupying the position in which they had placed him, but was a little bit disappointed that so few of their members were present. It was, however, gratifying to know that their committee had done some very good work during the past twelve months; and as they would see when the report was presented the document contained some very encouraging features. He did not wish to detain them with any lengthened remarks, but he might say that they all felt that the glass and china trade had been passing through a very acute phase of its existence. They did not mind legitimate competition, but they most strenuously objected to anything of an illegitimate character being introduced into the trade. One important point, and one on which he had laid very great stress, was the dealing of firms direct with the public. He was very pleased to hear that the committee had taken up the subject. They could not publish a black list of those firms who dealt direct with the public, but they could do much for the benefit of manufacturers who dealt fairly and honestly with the traders by advertising the fact. He could, if he choose, enumerate a number of firms that had stood very loyally by him in the competition with which he, personally, had been faced. On more than one occasion had three firms stood loyally by him in his business at Woolwich; indeed, they had actually sent him letters they had received from some of the big military people asking them to supply direct. Their answer to the military gentlemen had always been that they had an agent in Woolwich, and asking them to kindly send their orders through him. Now, as he had said, they could not have a black list, but they might have such a list as to show the names of firms that stood loyally by the trader. With such firms it was a pleasure to deal, and, naturally, he spared them all the expense he could by not keeping them waiting more than the regulation period for their money. It was a pleasure to know that the association had made good progress during the year. Although their numbers were not what they might expect, still they must remember they were only at the beginning of their Association. He trusted, however, that everyone connected with the organisation would work their hardest during the coming year, and induce their friends in the trade to become active members.

Mr. A. E. Watson, secretary, then submitted the annual report of the committee, which was as follows:—The committee have pleasure in presenting their first annual report to the members of the association. Considering the difficulties encountered in starting a trade association, the committee consider they have had a successful year, if not in the number of members, still in the work that has been accomplished. The secretary has had interviews with the goods managers of some of the largest railways in the kingdom, and has been in communication with them on the question of the excessive charge for carriage of china and earthenware packed in cases, with the object of getting the charges reduced to second-class rates instead of fourth as at present. The matter is still under consideration at the time of preparing this report, but if the committee fail to get a satisfactory reply from the railway companies the President of the Board of Trade will be requested to receive a deputation on the subject. The important question of packing charges has received consideration, and it is hoped that a conference will be arranged with the Manufacturers' Association at an early date. While it has not been necessary to provide legal assistance to any member during the year, legal advice has been obtained on behalf of one member, and the association has been the means of settling what might have been a very costly action to another. Several minor disputes have been settled to the satisfaction of the members concerned. The following are extracts from a few letters received:—"Railway company have settled my claim of breakage since you took the matter up. Previously they had refused to compensate me." "Messrs. —— are now willing to settle up, so kindly return the papers concerned in the case. I thank you for your assistance."——"I have heard from their solicitors stating that they have had your letter to Mr. —— passed on to them, and they (the solicitors) threaten an immediate action against me. I have replied that the association will defend me in any action they may bring against me." A later letter to the above states that the member has heard nothing further, and thanks the association for their help in the matter. A number of cases similar to the above has been received and satisfactorily dealt with. The committee have kept a vigilant eye on the question of manufacturers supplying the public direct, and every case that has been brought to their notice has been promptly dealt with. At the first request of the association one firm of art potters agreed to only supply bazaars, &c., through their agents in the district where the inquiry came from. Other firms have recently written agreeing to fall in with the wishes of the association. The committee believe that their action has not only stopped some from continuing this practice, but has also deterred other firms starting it. In this connection it would be a great help and a benefit to the trade if members would inform the secretary of any case coming under their notice. Branches have been formed during the year, one for Birmingham and district, and one for Leeds and district, the latter having been very successful, and far exceeding the expectations of the committee. It is hoped that other branches will be started during the coming year. To be really successful, and to get the greatest amount of benefits, the association should have a much larger number of members, and the committee trust that members of the trade will join and do all in their power to promote the welfare of the Association. The committee have met nine times during the year. The thanks of the Association are accorded to the Pottery Gazette for the assistance it has rendered in giving publicity to the efforts of the Association, and for reporting meetings, &c.; also to Mr. J. R. King, of Messrs. Johnson & King, C.A., of Edinburgh, who kindly audited the books gratuitously.

Proceeding, Mr. Watson said it was gratifying to know that they had in a great measure stopped the manufacturers from supplying direct to the public. Some of the manufacturers, on representations having been made to them, had denied having done so; while others admitted that it might have occurred in a few cases, but they would prevent a recurrence of anything of the kind. Although they had not made many members during the year the association had really done some very useful and effective work,

and if they continued to progress as they had done they would show such an organisation was urgently needed. A firm of art potters, as had been stated in the report he had read, had fallen in with their wishes that bazaars and sales of work should not be supplied direct. The idea was that if they did send goods in that way the agent in the district should be paid the usual commission. Another satisfactory feature was that firms who had formerly not acknowledged receipt of letters, had lately replied, and most of them to the effect that they agreed to what the association desired.

Mr. Church, in moving the adoption of the report, said that in forming such an association as theirs a number of difficulties had to be contended with, but he was happy to say that their difficulties had, to a large extent, been overcome. To Mr. Watson, their indefatigable secretary, their gratitude was due, and he trusted that that gentleman would continue in the position which he so honourably and assiduously filled. If all the members worked with as much zeal as their friend, he believed in a short space of time the association would be twice as strong as it was at present. Branches had been formed in different parts of the country, and although this had led to some expense, yet he was glad to know they had still a balance in hand. The matter of trading direct had, to a great extent, been knocked on the head—not altogether, perhaps, but still they had scotched it. In Northampton they had found the benefit of the association, for this year he had received the contract for the infirmary, an order which he believed he should not have obtained but for the organisation of which they were members. In a similar manner he had also received the contract for the County Asylum. Both institutions, he believed, had been supplied previously by the manufacturers. Of course, manufacturers looked naturally to the traders for the bulk of their trade, and therefore the association ought to do all it possibly could to compel them to supply their district agents only. He trusted the association would go forward, forming fresh branches in Manchester, Bristol, Edinburgh, Dublin, and such large centres.

Mr. Carter, in seconding the motion, said the question of a black list might be entirely ignored, but they might proceed on the other tack and advertise those manufactures who dealt honourably by the trader. The motion was unanimously adopted.

Mr. Neaverson said he had some correspondence to submit to the meeting, but before doing so, he desired to say a few words arising out of the remark of the chairman regarding the small attendance at the meeting. It was quite correct to say that there were few present, but they must remember that he represented a large contingent of traders in Yorkshire, men who had joined the branch referred to in the secretary's report. Since they started, the organisation in Leeds had been most enthusiastic, everyone being deeply interested in the movement, and looking forward to satisfactory results in the future ; in fact, they were of opinion that in time the association would be a right good organisation. At Bradford they had done well, and in Hull and other towns in Yorkshire they were enrolling members. It was no use writing to the members of the trade requesting them to join ; it was only by personal interview, and putting the objects of the association before them that they could be induced to help. He had succeeded in getting twenty-three members, and he considered he had done very well. He had several more in his eye who he thought would join, and he believed that soon the Yorkshire Association would be able to number fifty. One or two of their members intended to be with them that night, but as they had to be in London the following week they found it inconvenient to come south for this week. One of them had written to him on certain matters and asking him to bring them before the general meeting in London. His correspondent mentioned the fact that a maker in Staffordshire, who had an inquiry for goods from Leeds, had written the firm notifying the fact that they only supplied goods through the trade. He (Mr. Neaverson) knew that as an association they could not publish the names of makers who supplied direct to the public, but he thought they might go so far as once a year to send out a circular to the members reminding them of the desirability of encouraging firms who traded legitimately. His friend proceeded in his letter to state that he had been confronted with a legal question which he thought it would be advantageous all members should have clearly before them, and which, perhaps, the general association would take up. A case of cheap jugs, foreign glass, had been consigned to him marked "free delivery," but on delivery it was found that more than half the contents were broken. The maker put on his invoice, "Not responsible for breakage," but personally he believed the maker was responsible to deliver perfect, and therefore responsible for breakage. That, he continued, seemed an interesting point, and one on which it would be well to have a decided and clear judgment. In concluding, Mr. Neaverson said that by having such an association as theirs they were able, conjointly, to approach the railway companies as regarded rates, and thus, by united action, they had their grievances listened to. Matters which hitherto received no attention were now duly considered, and altogether the traders had their full money's worth by becoming members of the organisation.

At a later stage of the meeting it was agreed to remit the correspondence submitted by Mr. Neaverson to the committee for consideration and report.

The Secretary submitted the balance sheet, which showed a balance in hand of £3 7s. Mr. Carter moved the adoption of the statement of accounts, remarking that for the first year's work it was highly satisfactory. With the addition of members, in the coming year they ought to find themselves stronger, financially and otherwise. Mr. Davies seconded the motion, which was agreed to.

On the motion of Mr. Church, seconded by Mr. Davies, the following office bearers were re-elected :—President, Mr. Decimus Marsh ; vice-presidents, Mr. J. L. Carter and Mr. W. T. Church ; committee : Mr. H. E. Cork, Mr. W. J. Davies, Mr. W. Neaverson, Mr. F. Poulton, Mr. J. Gibson Stewardson, Mr. C. S. Tillstone, Mr. T. White ; hon. secretary, A. E. Watson, 13, Minster-street, Reading. Several new members were afterwards elected, and Mr. Christmas, Crouch End, was added to the committee.

The Chairman, in returning thanks for his re-election, and for the vote of confidence thus passed to him, said that sometimes he had taken a somewhal dismal view of things, but from that night's proceedings he was inclined to take a much more hopeful outlook of the concern, especially after what he had heard from Mr. Neaverson as to what they were doing in the North.

On the invitation of the Chairman, Mr. Buck (South Tottenham) then addressed the meeting. Mr. Buck said it was exceedingly kind of the secretary to send him notice of the meeting, and it was also kind on the part of the chairman to express the desire that he should say something. He did not know if he could teach them ; they were, of course, experts in the china and glass trade, but he might refer to some of the things he had noticed there that night. One of the first things he had noticed was with regard to manufacturers dealing direct with the public. That, of course, was a very serious position of things from the retailer's point of view, because it sapped the very foundation of the retail trade if the manufacturer dealt directly with the consumer. But there was another aspect at which this question might be looked. In the iron-

mongery trade, he learned, that one of the persons who complained loudest regarding manufacturers dealing direct with the public ordered goods from a Sheffield firm and marked them in his window at 12s., or at 100 per cent. more than they cost him. The manufacturers, he understood, took the view that such an exorbitant profit would restrict the sale of their goods, and they consequently, to protect themselves, got into direct touch with the users of the goods. That was a thing, of course, that retailers in every branch of the trade should consider. A great deal of importance should be attached to the question of legal assistance given to the members by the association. That he considered a matter of primary importance, because, although a member might not require such assistance, the mere fact of his being a member formed a kind of insurance to him if ever he had need to demand the assistance of the association. That was an argument that might be used in inducing china and glass dealers to join an association of this kind. The mere fact that the 10s. 6d. subscription formed a kind of insurance fund for all sorts of purposes, ought to carry weight with all retailers. Naturally, traders who dealt exclusively in china and glass looked with a certain amount of distrust and dislike upon what might be termed outside traders dabbling in china and glass; but there were two ways of looking at this matter. The sound principle at which this matter should be looked was that, if such traders had genuine dealings in china and glass, that department must stand upon its own footing, showing a fair profit; and consequently, it appeared to him that in all questions relating to carriage of goods, to manufacturers dealing directly, and in the various other questions which concerned exclusive dealings in china and glass, the same conditions ought to apply to those who had an ironmongery department. Then, in regard to the matter of cases, he was exceedingly glad the association had had that under consideration, because it was one of those little things on which traders dropped a good deal of money. In the course of the year they spent a good sum, and, as he had said, the subscription to this association was a kind of insurance against being unfairly dealt with; in fact, it was a money-saving association, and therefore an additional reason why they should all become members. Perhaps he ought not to have had the privilege of speaking at this meeting, as he was a sinner, inasmuch as he dealt in oil as well as china and glass, but in two distinct departments. He congratulated them on having such an energetic secretary, and if they would grant him salvation he would be most happy to join as a member of the association. He concluded by moving a hearty vote of thanks to the Chairman and other office-bearers.

The Chairman said one of their objects was to serve the trade as far as they possibly could, and to stop the trade going into outside channels. Some years ago there was no such thing in England as the Pharmaceutical Society, but on it being established candidates had, from a certain date, to pass certain examinations, but the old members were all recognised. What this association desired was to number in its ranks all who were now in the trade, and who made china and glass a legitimate branch of their business.

The vote of thanks having been duly seconded, Mr. Buck was enrolled as a member. The thanks of the meeting were also accorded to Mr. Neaverson for his exertions in promoting the objects of the association in Yorkshire, and to the Editor of the POTTERY GAZETTE for his advocacy of their scheme of legitimate trading. The proceedings then terminated.

We are informed that since the meeting the negotiations with the railway companies to secure the reduction to second class of earthenware packed in cases have progressed. The secretary of the association is desirous of obtaining the views of the manufacturers, &c., on the subject, and would esteem it a favour if all manufacturers who have not been written to will favour him with their views on the subject, so that he can present a very strong case to the railway companies.

The committee of the association are certain that the proposed reduction would be as great a benefit to the manufacturer as to the retailer.

THE AUSTRIAN EXHIBITION.

(BY OUR OWN REPRESENTATIVE.)

THE Exhibitions held at Earl's Court are, perhaps, the most agreeable of all industria exhibitions to visit, from a journalist's point of view—provided one has time to devote to the agreeable features of them. The Earl's Court Exhibition this year fully maintains its reputation as a combination of business and pleasure. I put business first because I visited it on business. Had I been one of the majority—the overwhelming majority—who go with lighter hearts, I should probably describe the interesting display there as a happy introduction of business into our amusements. Just as education is supposed to be the great aim of the Crystal Palace, and its entertainments and amusements merely accessories to the attainment of that high object, so business is supposed to be the real object of the annual summer show at West Kensington. This year the most popular pleasure resort in London has for its nominal attraction a most practical display of a nation's industrial productions. I have seen all the annual exhibitions at Earl's Court since the famous "Fisheries." Many of them have been promoted, or at any rate materially assisted, by leading manufacturers of the various Continental countries, and substantially supported by their respective Governments; but I have not seen a more earnest attempt to organise an exhibition really worthy of its title. This year the show is called the "Imperial Royal Austrian Exhibition," and the exhibits afford an instructive object lesson of the energy and enterprise of the manufacturers of modern Austria and of the taste and the ability of her artists and workpeople.

The Austrian Exhibition is emphatically Austrian, and will enable those not well up in their history to form a good conception of the Empire and its citizens. The Austrian Government has shown what a real, active interest it takes in the trades and industries of the Empire. The Austrian and Hungarian Chambers of Commerce and Industrial Societies, the Imperial Royal Austrian Minister of Commerce, and an advisory committee in London, with the Councillor of the Austro-Hungarian Embassy (Prince Schönburg) at its head, have all combined to assist the exhibiting manufacturers to make the Exhibition a commercial and industrial success. There is a comprehensive display of examples of Austrian art and manufacture, which includes a splendid collection of pictures, furniture, leather goods, linen, cotton, silk, paper, and, of course, china and glass. There are many beautiful specimens of artistic porcelain and richly cut and decorated glass. Some of the exhibits are quite new to London, while many are by manufacturers who are already represented here.

We frankly admit that, as far as the pottery and glass are concerned, we cannot look upon the Exhibition as an unqualified blessing. I did not intend to introduce the fiscal question (which is not dead yet by a long way) into this notice, but the conditions under which foreign productions are shown force the subject to the mind of anyone interested in our home industries. We have nothing to say against the exhibits themselves, which are, for the greater

part, artistic in conception and perfect in execution, and we can congratulate both manufacturers and their craftsmen on making such an attractive display in a foreign market under such influential auspices. But their productions are competing with those of manufacturers in this country, and yet they not only pay nothing for this privilege, but these samples are placed before the British public practically at the expense of their Government and under the immediate patronage of their Sovereign. The Exhibition is opened by our Lord Mayor in state, and it is visited by our Sovereign and other members of our Royal Family, who make purchases, and the fact is duly announced on the stands. At the luncheon (which was a civic function) the promoters of the Exhibition and the exhibitors were duly, and deservedly, complimented, and the hope was expressed that the Exhibition would be the means of expanding Austria's trade and developing in that country closer relations with Great Britain. We should rejoice in the expansion of Austria's trade, but not at the expense of our own, and we cannot shut our eyes to the fact that such expansion as this Exhibition is likely to effect must be detrimental to the expansion of our own trade. Our productions are not accorded the free entry into Continental countries which their productions enjoy into ours; neither are our manufacturers aided by our Government in placing their samples on view in a foreign market, as the exhibitors at Earl's Court have been this year. A daily paper says: "It is a significant fact that the Austrian Government have granted a subsidy of £21,000 towards the Exhibition, and are directly interested, moreover, to the extent of not less than £500,000 in the enterprise." The "significance" of the fact will not be mistaken by British manufacturers.

Obituary.

JOHN BROOKE.

A CORRESPONDENT sent us, too late for insertion in our May issue, an intimation of the death of Mr. John Brooke, an artist who, in a quiet, unobtrusive way, has made a name for himself as a painter on pottery and glass. Mr. Brooke was an artist in the true sense of the term, and if he did not attain what is considered the very front rank of his profession, his work was deservedly appreciated by those best qualified to judge it. Mr. Brooke died suddenly of heart failure at his residence, 27, Camera-square, Beaufort-street, Chelsea, S.W., just before Easter, in his 68th year. In his youth he became a student of the Sheffield School of Design under Mr. Young Mitchell, the then head-master. After a short training there he became draughtsman to Messrs. Crowley & Son, ironfounders. In 1863 he gained the Mayor's Prize of ten guineas; in the same year he won the Montgomery Medal; and in 1866 he secured the Duke of Norfolk's Prize and a National Scholarship. This gave him the opportunity he had been longing for. He joined the National Art Training School at South Kensington, and after a course of study there he went as assistant to Mr. William Morris at his establishment for the artistic designing and manufacture of various articles, especially wall-paper, pottery, and stained glass for household decorations. Here he painted and stained glass from the designs of Burne-Jones and William Morris. He also made etchings from works of art in the South Kensington Museum and some excellent copies of pictures in the National collections. Eventually Mr. Brooke went to the art pottery studio of Messrs. Minton & Co., London, manufacturers of artistic tiles and mosaics. There he acquired great proficiency in the technical processes of the ceramic art, and for some years he continued to design and execute important work for the firm. It was no small testimony to his ability that he was selected by the Mansion House Committee in 1889 to visit the Paris Exhibition and report upon the art tiles, mosaics, &c., exhibited there. The committee highly commended him for his intelligent report, which they afterwards published in pamphlet form. Mr. Brooke was awarded the prize offered by the Plasterers' Company for modelled design. So great was his versatility that there were few branches of decorative art which came amiss to him. He was alike successful as a craftsman and an artist. The deceased was of a genial, kindly disposition, which endeared him to all who knew him. It is interesting to see that the artistic instinct and ability of the late Mr. Brooke is inherited by his daughter (now Mrs. Drake), who has made some clever drawings for the authorities of the Natural History Museum, designs for book illustration, and other purposes.

OSWALD GEORGE MEATYARD.

WE regret to record the death of Mr. O. G. Meatyard, of Belmont, Amblecote, Stourbridge, which took place at his residence on May 4. Only a week before he had been moving about in his usual health, but appears to have caught a severe chill, which resulted in pneumonia and a fatal issue. Mr. Meatyard was a native of London, but about 1871 he settled in the Stourbridge district, and soon became connected with Messrs. Boulton & Mills, of the Audnam Glass Works. Mr. Meatyard was a practical glass manufacturer, and took an active interest in the work of the glass house and decorating shops, and in addition he travelled on the Continent extensively in the interests of the firm. About three years ago he severed his long connection with Messrs. Boulton & Mills and commenced business on his own account. Mr. Meatyard was a very kind-hearted and unassuming man, and was highly esteemed by all who knew him. He took no open part in public affairs, though he had been several times invited to do so. He was so retiring that he was little heard of outside his own immediate district, and yet he was one of the most active workers in religious and beneficent movements. He was a staunch supporter of the Church, and was energetic in other work in the parish. He was rector's warden for a quarter of a century, and in that capacity was intimately connected with the extensive alterations and improvements carried out in the church during the last five-and-twenty years. Quite recently the rector and parishioners showed their appreciation of his active and useful services by making him a presentation. As a politician he supported the candidature of the late Right Hon. A. Staveley Hill, K.C., in the Kingswinford division, but he was not an enthusiast in politics, nor, indeed, in any other public matter. All the same he will be greatly missed in the district he served so well. He leaves a wife and three sons.

Glasswear.—In a recent issue we had occasion to comment on a misprint of "wear" for "ware," which turned our thoughts in the direction of raiment designed on the lines of noted styles of pottery decoration. Even more remarkable possibilities are suggested by an advertisement of "Glasswear" in a scientific paper. It would require the pen of a second Sartor Resartus to do justice to such a theme! At any rate, we are sure that if the idea were adopted, the L.C.C. or the Lord Chamberlain, or some other guardian of public morals, would insist on the glass being either ground or stained.

AMONGST PROVINCIAL DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

HULL.

HULL, the chief seaport of Yorkshire, is a town from which a steam shipping trade is done with many lands. The population of Hull is steadily growing, and now numbers about 261,000. Two demands for glass, china and earthenware have been made in the past by the town, the larger and more important coming from the resident and trading population. The other has been for ware for use in the saloons of steamers, and at times has been considerable. As will be seen from the following notes, Hull has been and is provided with glass and china establishments fully equal to meet any demand which was likely to arise.

Of the more central glass and china warehouses in Hull **Mr. G. B. Hobson's** conspicuous establishment with a double window, in Carr-lane, is one of the first to attract the attention of a stranger. I had the pleasure of seeing Mr. Hobson and his son Alfred, who assists in the working of the business, and of learning from them something respecting their own business and the prospects of the glass and china trade in Hull. Mr. Hobson began business on his own account in 1879 in premises in Anne-street, near Carr-lane, as a dealer in glass and bottles. China goods were added later. Some fifteen years ago the premises in Carr-lane were taken, and the business, still expanding, was removed to them. The trade in glass bottles was developed, goods of the heavier classes, such as beer, ale, and porter bottles, sweet, medicine and drug bottles, and glass jars of various kinds being handled. At the time of my visit the windows of the shop were stocked in a way to give an artistic impression to the passer-by. One window was devoted chiefly to flower vases and pots, the artistic beauty and the very large variety in the pots bearing testimony to the present scope and value of this particular branch of the trade. The other window seemed to be stocked with the intention of showing how very varied and numerous the classes of goods in purely ornamental art wares had become. Within the spacious shop, the main wall on each side was tastefully shelved, the shelves bearing a wealth of toilet ware; tea and breakfast sets, dinner sets and trinket sets of kinds and designs quite too numerous to particularise in the present note. In the centre of the shop was a spacious stand laden with samples of elegant glass ware, rustic ware, floral ware and ornamental ware of many kinds, the whole forming a collection of rare beauty. Among the goods which especially took my attention were some exquisite rustic and mother-o'-pearl floral ware, some charming patterns in tea sets, and a collection of new gold-rimmed glass ware, the glass being pure white, plain or engraved, or having the upper part in a rich single colour or shaded and the lower part plain, the upper edge being generally scalloped or otherwise ornamented, and having a deep band of gold. Mr. Hobson spoke of the trade of Hull as being very quiet. "Seaports," he said, "have suffered from the war. We do a good deal of trade with Riga and the Baltic ports, and this trade has been interfered with. Every class of trade in the town has suffered. Hull feels it more, being a shipping port. Sometimes, when trade is failing in the country, we don't feel it at first. At other times, when other parts of the country are busy, we don't feel the briskness until goods come forward for shipment. We are the last to feel depression and the last to feel the benefit of improved trade. I think the glass and china dealers of this country ought to be better helped by manufacturers to keep the business on legitimate lines," said Mr. Hobson, in reply to a question as to the state of the glass and china trade in particular. "A manufacturer must lose by letting the cheap stuff come into the market. If a person wants half a dozen cups and saucers, and the cheap things come into the market and she buys them, it stops the sale of better class goods. The things will last for months before they are broken. It is a big question, and one that the manufacturers in the Potteries ought to discuss, but they never will unless the retailers put pressure on. We have a local Chamber of Trade, and I am a member of the executive committee. We have a national Chamber of Trade throughout the country, and we send representatives to the annual conference, and take up all matters affecting the retail trade. Our national Chamber of Trade was the chief instrument in stopping the cash-on-delivery business from becoming law. If it had not been for the action of our Chamber we should never have got the municipal telephone in Hull," said Mr. Hobson as evidence of what might be done. "We are interfered with in a great measure," Mr. Hobson said, touching another aspect of trade, "by drapers and house furnishers and fancy shops, and by the sixpenny-halfpenny bazaars. Then we have a threepenny shop and a penny shop, and it is marvellous what they can sell for a penny. Another disadvantage is the sending in of seconds by manufacturers. I will give you an illustration. An auctioneer opened a shop with cheap goods, and I found his window filled with seconds ware of the same pattern as I had in firsts. And my friend —— had got seconds ware of the same kind, and was able to sell them at about the same price as I paid for mine. That is one of the things I mean to bring forward at the Association." I asked how the Association was progressing in Hull. "I am afraid there is not another individual in Hull who is a member. I joined last year," was the answer. "Some of the very cheap wares of which you spoke are made in foreign countries. Would you, as a retailer, approve of the shutting out of such goods from this country by a heavy tariff, Mr. Hobson?" I now asked. "No. I don't want to go into politics; but if I were put in a corner I should have to abide by the old things. If we went into tariff reform we should have strikes, and would never know where we were. We are not independent. We are dependent on other countries. If we put a tax on, we would have to pay it. I really think there ought to be a conference of some of these countries, and that an understanding should be arrived at. I think it is a great hardship that our goods going into other countries should be subjected to those taxes. I think there might be some understanding amongst manufacturers, and that we ought to have more fair play. I don't think England has fair play with regard to tariffs put on our goods by other countries." Mr. Hobson pointed out to me many articles of special interest as regards form or colour in his well-stocked showroom, and then after exchanging adieux with him and with his son, I went on my way.

A large glass and china warehouse, having a handsome modern double front, in Whitefriargate is now the head establishment of **Tate & Oglesby, Ltd.** The business, or rather a business which became part of the business now carried on by the company, was founded upwards of a century ago by the late Mr. Richard Oglesby at premises in Humber-street. The business now in Whitefriargate was established some sixty years ago by Messrs. Sampson & Nathan, whose first premises were in the Market Place. A partnership was arranged between Mr. Oglesby, proprietor of the business in Humber-street, and Mr. Tate, who was then associated with Messrs. Sampson & Nathan, under which Messrs. Tate and Oglesby acquired the business of this firm, and carried it on in their joint names. The style of the firm ultimately became Tate & Oglesby, Ltd. Branches were opened in Charlotte-street and in Dock-street, the branch in this last-named street being devoted to the

wholesale trade. For many years an excellent connection has been enjoyed with shipowners of Hull, goods being supplied by the firm for use on steamers. In the course of a conversation which I had with Mr. W. H. Tate, manager of the business, at the shop in Whitefriargate, this gentleman spoke of Hull as being, in a sense, isolated and out of touch with the West Riding. "If you get to Leeds," he said, "it is a centre, and there you have a different state of things altogether." This semi-isolation of Hull, he thought, had had an unfavourable effect on the retail trades of the town. With respect to the character of the glass and china sold in Hull, this, I inferred had been satisfactory. "We find the better class china is safer to buy and safer to stock. There is no doubt that, with a better class house you are safe with their goods. We find that people wanting presents will have good articles." In glass and china accordingly, Messrs. Tate & Oglesby in the past dealt mainly in goods by English makers of repute, but economic influences have produced a great change of late years. "Our trade was about 90 per cent. of English glass and 10 of foreign, but now it is just about reversed. I think the English makers are greatly to blame for that, and that it is due to the inherent conservatism of the British manufacturer. He thinks that because a door has been made in a certain way it must continue to be so made, which is an erroneous idea. But as regards quality the Englishman knocks the foreigner out of it entirely. I think they are rousing up a little, but not half as they ought to. But there is no doubt the English manufacturer is pre-eminent and holds his own." Such was Mr. Tate's testimony. I found the shop to be very large, extending backwards a long way from the street. Its shelves and its centre stands bore a great wealth of china and glass ware in which the artistic predominated. But where can one find a glass and china stock to-day in which it is not so? The wonderful beauty of form and colour which characterises much of the cheaper china and glass ware is a fact to delight the artistic mind and to arouse all its latent admiration of the still pre-eminent arts of the British potter and glassworker.

The Market Place, Hull, from its character as the principal retail trading thoroughfare of the older part of the town, has usually possessed some establishment which has kept the glass and china business well before the thousands of people who have frequented the thoroughfare week by week. One such establishment has been maintained on the north side of the Market Place for nearly a quarter of a century by **Mr. B. I. Barnard.** It is a large depôt of the kind, being a warehouse in the full and proper sense of the term. There is a commodious shop on the ground floor, a large show-room on the floor above, and quite an extensive range of storerooms adjoining or above the showroom. When in the shop I was struck by the large display of ornamental glass and china ware. One handsome showcase was fully stocked with highly decorated ware, comprising centre-pieces for fruit or flowers, figures and figure groups, flowered bowls and vases, and ornamental articles large and small in bewildering variety. Here I viewed a collection of goods in pure white aluminite, a hard porcelain of leadless glaze, which will stand heat to the extent of being uninjured if placed on live flame or on red hot coals or iron. Quite a large variety of articles of this material were shown to me, kettles, jugs, pans, stewpots, and dishes, all of which, I was informed, were obtainable in a number of different sizes. The degree of durability claimed for aluminite was remarkable. It would not crack in the slightest, metal could not scratch it, and acids could not affect it, while the whiteness and the glaze of the articles highly commended them. Here, also, I viewed a collection of jasper ware, some of the vases having blue bases embossed with garlands, with white shields bearing heraldic devices, and with leaf ornamentation. Heraldic ware of different makes, one collection being of very cheap goods, also greeted me. Artistic fern pots of crumpled form, with ground tone of delicate green, were one of the later ranges of goods. In one window a collection of new toilet ware was shown. Ewers in new forms, with crushed and scalloped edges, with body shades of pale and darker green, and with very handsome bowls, scalloped and flowered, and an example of toilet ware with narrow, gourd-like ewers in light and shaded green, made up a collection of great beauty. In the showroom above I found a large stock of glass ware, much of it of extremely fine workmanship. Tea sets, seemingly numberless, many of the cups delicately beautiful in form and decoration, occupied one long lable, and other stands and cases. Toilet sets formed another large collection, among them being examples of new designs of a very chaste order. Some tea sets were especially noticeable. One set, of a light twist pattern, had cups with white body, scalloped edge, light blue scroll, and embossed flower work under the edge. Another set, in white, had light, flower-like cups with scalloped edges and green flower work on the white, and had very delicate handles of a crumpled design. Plates and saucers had edges scalloped to match. Another set had cups of a modified lily form, and with petal-shaped edges, the surface of cups and plates being in light red and gold. Fruit and trinket sets were in large profusion, and presented a bewildering wealth of beauty. Morning tea or coffee sets, having four pieces each, constituted an interesting class of goods, also presenting points of much artistic interest. In the storerooms I viewed stocks of English glass ware in large variety, including an assortment of new English gold-rimmed glass, foreign glass, Japanese teapots, characteristic in shape and decoration, new jugs of four-square pattern for coffee or cocoa, spiral white ware, dinner ware in many patterns, and, in one room, devoted to these goods, a great and gay display of art flower pots. So extensive and varied a stock bore testimony to the possibilities of the glass and china trade in Hull, and to the discrimination, the taste, and the enterprise of Mr. Barnard, the proprietor of the business.

Myton-gate, another busy, main thoroughfare in the old, island part of Hull, which is surrounded by the river Hull and the docks, like the Market Place, which it joins, has also given clear and definite representation to the glass and china trade. Here are located **Mr. E. Steele's** premises, which are well known and patronised. The business was started five years ago. On entering the shop it can be seen at a glance that the trade done is of a general household kind. Goods of a useful character greet one from windows, shelves, and tables. Toilet sets, dinner sets, tea sets, jugs, plates, cups, saucers, and plates again form a large and comprehensive stock with a strong artistic strain. A large array of handsome vases greets one, and, of course, there are many flower holders and many of the newer flower pots. These pots have formed a useful line with glass and china dealers in Hull. People have taken to them. As one dealer said to me, "You see them in every house," and I had noted the fact by observation. The floriated flower pots have been very popular, and are still popular with the people of Hull. Mr. Steele had some beautiful pots of the kind on view when I paid him a visit. I observed also many novelties in jugs, some being very quaint in form, others highly decorated, other possessing novel outlines in body, handle, and lip, with striking decorative work. A feature of the business, I learned, was the supplying of glass ware to hotel proprietors and other large users, and the holding of a considerable stock of glass made at Newcastle and Shields and known as "North-country" glass. Mr. Steele spoke cheerily of trade. It had not been too brisk, he said, but it was improving.

"We are doing as well as might be expected," he added, confidently. We talked on, and the Association was mentioned. I asked how it stood in Hull, according to Mr. Steele's own knowledge. "As far as I can hear," he said, "it is all very well for people in a big way, but it is going to cripple the little men." "How is that?" I asked. "If you are a big buyer you can buy ten crates. The smaller man can only buy two. Suppose a young man starts in a town; these big people will go against him, and say to the manufacturers, 'If you supply him we won't have your stuff.' I think it is more for the big men than for the little men," was the reply. "As far as you know, is the town doing much in the matter?" "As far as I know, the town is not doing anything in it at all," was the answer. Mr. Steele spoke on different points with regard to his own trade, and drew my attention to different classes of stock, named above. Then, bidding him "Good-day!" I left the premises.

(To be continued.)

AMONGST SUBURBAN DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 569.)

NORTH-WEST LONDON.

Alexanders' Stores, 320, 322, and 324, High-road, Brondesbury, should have been included in the shops in North-West London noticed in our last issue, but unfortunately was crowded out. The block, however, showing a corner of the premises appeared in that issue, together with my notes relating to their branch shop at Bank Buildings, High-street, Harlesden, but as the stock there is of the same description as that at these Brondesbury stores, I said nothing about the Harlesden stock. I had the pleasure of meeting both the proprietors, Mr. E. E. Jacob and Mr. J. Beales, and am not surprised that they have such a large branch shop. Indeed, it would not astonish me to learn that they had half-a-dozen branches. They are both hard-working, methodical, and far-seeing business men. Their business indicates that they have had an interesting past, and as neither of them has yet reached what is called middle age, they have probably an even more interesting future. Walking on the other side of the High-road, my attention was arrested by the attractive appearance of their glass and china window before I got opposite it. Their glass and china shop is in the centre of their large block of buildings. Right and left of it are shops devoted to ironmongery, cutlery, drapery, household linens, carpets, linoleums, and furnishing fabrics generally. I was taken through some of the other departments, but I must limit my remarks to the goods supplied by our own trades, and there is a very heavy stock of them. To properly describe their front window would take more space than I can devote to the whole notice. It is lofty and much deeper than windows of china shops usually are, yet it is enclosed in glass, and is, practically, a large dust-proof case. There is an entrance to the shop on each side of the window, the display in which thus directly appeals to persons entering the shop as well as to the passers-by in the street. I commented upon the originality shown in the arrangement of the goods, and was informed that the fittings were specially made according to the firm's own instructions. Along the back of the window, and partly along each side of it, are plate glass shelves supported on light iron standards and brackets. The monotony of these shelves is relieved by curves. Instead of being carried completely round the window space, these shelves are rounded off about three feet short of the front pane, so that as customers enter the shop on each side they obtain an unimpeded view of the window display. From top to bottom of the pillars at the front small plate glass shelves, from 4 in. to 8 in. in diameter, are fixed on light brackets, each one supporting a glass jug or other article. There are many of these small bracket stands of various sizes and shapes dotted over the window space. The window is not overcrowded, the goods are tastefully arranged, and a good view of the whole is obtained from all sides. There is a well-stocked glass and china shop immediately behind the window, while in the rear, on the same level, there is a fine showroom with a head light. This is the "Corner of Alexanders' Stores" illustrated in our last issue. The firm claim that they have on show about two hundred patterns of tea sets, the same number of dinner services, and a like variety of toilet sets. Their stock of glass goods is also very comprehensive. It was gratifying to hear both the proprietors speak so warmly on the question of foreign goods. They always give the preference to British goods, but the question of price compels them to buy some lines abroad. In some fancy lines English makers can hold their own in the matter of price, but in those cases the variety is so limited that foreign makers, with their multiplicity of shapes and decorations, command the trade. The firm have such an extensive china department that I asked when they first added it to their stores. The question elicited a very interesting, and I must say surprising revelation respecting their huge business. They commenced in 1892 as glass and china dealers. Finding that tradesmen in other industries were adding pottery and glass to their stocks, Mr. Beales says they decided to add other lines to their own. They did this from time to time, taking additional premises as they required them, until now "Alexanders' Stores" supply practically everything required in and about a house except foodstuffs. My experience has hitherto been that in all the large stores the china and glass department has been an adjunct to what was originally a drapery or house furnishing business. The order is reversed here, for we have a couple of enterprising glass and china dealers who have, with apparent success, undertaken the supply of practically everything required in house furnishing. I cannot find space to say all I could say about what the firm has achieved in fourteen years. The magnitude of "Alexanders' Stores" is an object lesson in itself. I should say that the secret of it all has been hard work and personal attention to little details. I could give half-a-dozen instances of this which came under my own notice without special attention being drawn to them except in answer to my inquiries. The partners are firm believers in the value of method, an essential in retail business not always appreciated. I was particularly pleased with the price tickets which I saw on their goods. The same style of ticket is used in all departments. The cards are light-tinted, almost ivory, and the lettering is a beautiful chocolate. The letters and figures are artistically executed, and are in keeping with even high-class goods. I complimented them upon this detail, when Mr. Beales nodded towards his partner, and said, "That is the artist!" I found that Mr. Jacob writes all the tickets himself. He has cards of the various sizes specially made for him, and spoke of the difficulty he had at first in procuring the precise tint he wanted. He, however, succeeded at last. His next difficulty was to get ink of the precise chocolate tone he wished. His experiences in this direction were interesting—but not satisfactory. They discussed the matter, and as they could not procure the exact ink they were bent on using, they proceeded to experiment in making it. They had disappointments in this also, but eventually succeeded, and for some time past they have made their own chocolate ink. It has a beautifully glossy appearance without the addition of any varnish. This resourcefulness, this self-reliance I found manifested in half-a-dozen other details, and as it impressed me as being

an important factor in the remarkable development of this business, I have enlarged upon it for the information and, I hope, the benefit of other dealers in our trades.

CLAPHAM.

The difference between the suburbs in the North-west of London and those in the South-west is not very marked. It was, however, probably much greater a generation or two ago than it is now. The rapidity with which the suburbs have been covered with houses within the last thirty years, to meet the requirements of the rapidly increasing population, has given a certain sameness to them. During the latter half of the nineteenth century the residences provided for the middle classes all round London have been red-faced houses, in groves and avenues—not streets. But whether detached, semi-detached, or in terraces, there has been a remarkable, almost a tiresome, similarity in these dwellings, with the small garden in front and the strip of ground behind. Clapham was formerly one of the aristocratic neighbourhoods of London, and like its sister, Brixton, was a favourite country abode of wealthy citizens. There is also a great similarity between the business streets in the suburbs in the North-west and South-west. This may be accounted for by the fact that the process of their evolution has been the same in all cases. The Kingsland-road, High-street, Stoke Newington, Holloway-road, and Edgware-road; and in the south the Camberwell-road, Clapham-road, and Brixton-road, were at one time principal highways out of London. Rows of dwelling houses were built facing these roads, with the proverbial front gardens. As the number of these houses increased shops for the sale of household and personal requisites were built by enterprising people in the gardens in front of their houses. Gradually shops were built in this way along the whole of these main roads, and rows of dwelling houses were built in streets at right angles to these main roads. In all the principal suburbs of London to-day, the main roads are busy shopping thoroughfares, while the streets running out of them on both sides, consist mostly of private residences. High-street, Clapham, is one of the main high roads that have been conver ed into retail business streets. With electric tram lines, telephones, electric lighting, and other evidences of modern development, the transition from a street of dwelling houses to a street of shops is soon made.

Goodban's Stores, 66 and 129, High-street, Clapham, is a business of rather rapid growth. I saw the proprietor, and he readily gave me a few particulars of his business. He commenced business some years ago, at what is now called No. 66. (The houses have been renumbered lately.) He there dealt in furnishing ironmongery, cutlery, electro-plated goods, and household requisites of every kind. Later, he decided to add china and glass to his already miscellaneous stock, but he very wisely decided to keep these fragile goods separate from the others. He therefore opened No. 129, in the same street, as a glass and china shop purely. I saw Mr. Goodban himself, and congratulated him on having a very attractive and conveniently fitted shop. There is a handsome, double-fronted window, very lofty but not very wide. The shop has a novel and convenient arrangement of glass shelves, and there is a useful stand in the centre of the shop, with plenty of room to move about. The goods are very effectively arranged with a view to the comfort and convenience of customers. The proprietor evidently understands the art of displaying goods in our lines. The way in which he shows his samples of table glass is at once original and attractive. It is a common practice to devote one side of a shop exclusively to glass. Mr. Goodban keeps the bulk of his glassware together, but his best display is made under different conditions. On the left hand side of his shop he has shelves from ceiling to floor. A section of this side, about five feet wide, is devoted to glass from top to bottom. This section has silvered glass at the back, and plate glass shelves. Bright cut table glass is shown on these shelves—wines, tumblers, decanters, &c.—and glass jugs, &c., are suspended from the upper part of the section. Pottery of all kinds is shown on ordinary shelves on each side of this glass section, but without any silvered glass behind. There is a good light from the door which enables these pottery goods to be seen to advantage, while the contrast afforded by them enhances the brilliancy of the glass section in between them. Mr. Goodman's stock is of the good medium class. He has not much of what is called a family trade, though he has many regular customers. He does a good passing trade, the High-street being a busy thoroughfare. The busiest time of the whole week is Saturday evening and then the bulk of his trade is done outside. This practice of buying goods from stands outside shops is more prevalent in London than in any other place I know of. Mr. Goodban says he does not like that method of doing business, but he is obliged to adopt it. He says if the public (of course he refers to a particular class) do not see what they want outside, they will not enter the shop to ask for it. They like to handle goods they are thinking of buying, and to be able to put them down again and pass on, if they decide not to buy. They seem to feel that if they once go inside they will be under some obligation to buy. Mr. Goodban is an up-to-date tradesman, and realises that it is to his advantage to fall into the ways of, and to keep the class of goods required by, those who frequent his shop. He stocks goods to suit all tastes, and all purses. He has an excellent range of samples for his day-time lady customers. There is quite a long row of patte ns of dinner services—just a vegetable dish and dinner plate of each. They are arranged in rotation from inexpensive but neatly printed patterns, to choice enamelled decorations. Taking a glance along this row a customer is able to make a selection with the least possible trouble. Mr. Goodban complains of the high rates and taxes in his district, and contrasts his heavy expenses with the lower rents, rates and taxes of country shops.

Mr. J. Holdron, High-road, Balham, has a range of premises extending from 110 to 146 (even numbers only). These are devoted to house furnishing in all its branches, drapery, silks, costumes, fancy goods, &c., and there is a well-stocked glass and china shop in the centre of them. The window is a large one and much deeper than usual, and the goods in it are arranged in an effective manner. It answers all the purposes of a large showroom as seen from the street, with the exception that the samples cannot be handled. Most of our best manufacturers are well represented, and good use is made of the ornamental cards supplied by manufacturers, bearing the names of their special lines. Retail dealers do not make as much use of these cards as they should—in their own interests. They not only familiarise the public with the names of the ware shown, but are themselves an ornamental feature in any window display. Inside, Mr. Holdron devotes a large space to his crockery and glass department, and a considerable portion of it has the advantage of a good head-light. Under one section of this there is quite an imposing display of art flower pots, vases, and pedestals and pots. The goods seen in the shop fully answer the expectations raised by the window display, and include the most recent productions. The stock is a very large one, comprising all grades of useful and ornamental wares. The buyer who has charge of this department was not on the premises at the time of my visit, and I could not ask the young ladies in attendance questions as to the business which I could have put to him. I hope to see him on another occasion.

Mr. W. Nottingham, 62, High-road, Balham, is the proprietor of what is locally known as Nottingham's

stores. His business includes general furnishing, ironmongery, turnery and brushes, with a good show of glass and pottery. Mr. Nottingham has had a lengthy experience in trade, and in a good school, having been for many years manager with Messrs. Francis & Co., Ltd., of Brixton. He has built up a good business for himself, and in spite of his complaints as to the state of trade (dealers are prone to these) his shop presents a prosperous appearance. He did not say so, but Mr. Nottingham evidently realises the difficulties an individual trader has to encounter in competing with large companies engaged in trade. But he also appreciates the advantage the individual dealer has in personal acquaintance with many of his customers, and he seems to have made good use of that. As far as pottery and glass are concerned the stock shown consists mainly of good, medium class useful articles. There are some best goods amongst them, but middle and cheaper grades predominate. When I commented on the character of his stock Mr. Nottingham said he had always made it his study to ascertain exactly what the residents in the neighbourhood were likely to want. This was a work of time, but he had, he thought, pretty well diagnosed the requirements of the people of Balham. Of course, the great secret of successful shopkeeping is to keep just, and only, what your customers are prepared to buy. Mr. Nottingham says any success he has achieved is due entirely to his attention to this phase of trading. He interested and amused me by his proficiency in this direction. He said that he thought that with very little consideration he could provide exactly the class of goods likely to suit any neighbourhood. He would make a splendid commercial traveller, or manufacturer's agent—if he could only convince the dealers on whom he called of the soundness of his theory. As to the competition of stores with individual traders, Mr. Nottingham should be able to speak with authority by reason of his experience of both. He says the difficulty is to overcome the prejudice of the public. The only advantage possessed by large stores is that in some lines they can offer a greater variety. Whether that is always an advantage to a buyer is another question. He says he can show variety enough for the average household. As to price, he says a dealer who understands his business can supply on terms as favourable as the stores. He says he can do this, and he is prepared to deliver free just as the stores do. The trouble is to abuse the public of the idea that he cannot. His chief trade is what is called a "passing" one, but he says when a local resident once makes a substantial purchase he becomes a regular customer.

Empire Notes.

Mr. H. W. Hines (late of Hines Bros., Fenton) is now managing the wholesale and retail crockery department of the Ideal House Furnishers, Ltd., Winnipeg, Canada.

The Montreal Crockery Co., Montreal, Canada, have been incorporated with a capital of $20,000, to manufacture glassware, crockery-ware, &c. The charter members include A. R. Oughtred, M. A. Phelan and E. G. Place, Montreal.

American Glass in Canada.—An American consul, in a recent report urges his fellow-countrymen to make a bold attempt to capture the bulk of the Canadian glass trade. He points out that in 1905 glass carboys or demijohns, bolttes, decanters, flasks, or vials were imported to the extent of $313,773, of which the United States furnished $102,697 worth (standing second in the list), Germany sending $109,060. The duty on this class of glass is 30 per cent., and Germany pays the surtax. No doubt British exporters will be on the look-out to meet the competition thus threatened.

Good Advice from Canada.—A Canadian contemporary recently published the following as an editorial note:—When you see a traveller enter your store, do you ever consider the difficulties and discouragements which he meets on his weekly or monthly trip? If you did, you would probably treat him with greater courtesy, and be more ready to grasp his hand, and say a kind word, whether you intended to buy from him or not. The commercial traveller is an interesting character. He has the universal reputation of being hail-fellow-well-met, jovial, and good humoured. He is proverbially careless of rebuffs, and carries a laughing face when the world seems most adverse. But there is another side to the shield. Travellers are but human, and they are influenced by the same causes of encouragement and discouragement as other men. If they keep a stiff upper lip and a cheerful countenance it is the more credit to them. Do not for that reason make their lot more difficult than it is already. Their lot is not a bed of roses. They spend the week on trains which are far from comfortable, in hotels whose accommodation would try the patience of a saint, and meeting merchants who ofttimes are exceedingly thoughtless, and keep the traveller waiting for an hour or two while discussing the weather with some town gossip. Do you, the merchant, make the latter part of his work as pleasant as possible? If you don't, it will pay you to change your methods. A merchant cannot do better than cultivate the friendship of the travelling salesmen.

Pottery Material in Northern Nigeria.—A consignment of minerals from Sokoto and Kano, recently forwarded to the Imperial Institute, included a specimen of karmatoko stone from Sokoto Province. This mineral was examined in the Scientific and Technical Department of the Imperial Institute, and the following report was made by Professor Wyndham Dunstan upon it:—This sample is described in the accompanying letter as having been found one mile east of Mungadi, and it is further stated that "when first dug it is pure white, and resembles china clay; but after exposure to the air, it turns pink and loses its greasy feeling." The sample consisted of a mixture of concretionary ironstone, ferruginous laterite, yellow ochre, and kaolin (china clay); the last-named material, which is probably the "karmatoko" stone referred to, was the principal constituent. A portion of the china clay was separated from the associated impurities. The pieces were almost white internally, but the surfaces were slightly pink, due to the presence of a thin coating of ferric oxide. Different fragments of the clay varied considerably in texture, some being gritty, due to the presence of grains of quartz, and others quite soft to the touch. As kaolin is of no commercial value until it has been washed free from grit, a number of the lumps were reduced to powder and the latter carefully washed (elutriated) with water in order to separate the grit. The washed material was analysed and gave the following results:—Alumina, Al_2O_3, 37·82 per cent.; ferric oxide, Fe_2O_3, 0·26 per cent.; lime, CaO, 0·45 per cent.; soda, Na_2O, 0·32 per cent.; potash, K_2O, 0·12 per cent.; titanium dioxide, TiO_2, 0·70 per cent.; silica, SiO_2, 46·00 per cent.; water, 14·27 per cent. These results show that this material is a comparatively pure kaolin. When mixed with water it formed a fairly plastic paste, which would probably be quite suitable for the manufacture of earthenware. The amount of washed material available was, however, too small to permit of pottery trials being made with it. It should be understood that there would probably be no market at present for material of this kind in Europe or America, and that it would only be available for the manufacture of pottery locally.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR APRIL, 1906.

		Quantities.				Value.			
		Month ended 30th April.		Four Months ended 30th April.		Month ended 30th April.		Four Months ended 30th April.	
China or Porcelain, and Earthenware.		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany	cwts.	6,650	4,294	15,185	19,729	£5,732	£7,349	£19,734	£24,655
,, France	,,	7,023	2,651	12,897	14,600	5,779	4,818	20,093	20,072
,, United States of America	,,	27,049	40,263	144,507	150,781	32,838	46,594	178,274	185,961
,, Brazil	,,	6,179	17,453	38,832	54,865	6,088	11,297	29,886	38,585
,, Argentine Republic	,,	41,573	14,314	147,049	130,540	11,987	8,956	47,690	58,033
,, British South Africa	,,	22,690	13,073	95,075	93,470	11,148	8,153	45,110	46,072
,, British East Indies	,,	32,690	24,418	105,597	101,537	12,933	12,447	49,171	52,331
,, Australia	,,	13,228	8,229	52,212	41,540	11,102	10,122	55,611	51,404
,, New Zealand	,,	4,154	3,386	20,241	16,197	4,478	4,292	24,463	21,073
,, Canada	,,	14,451	22,864	59,832	64,461	13,034	20,916	52,111	65,135
,, Other Countries	,,	52,853	74,358	230,913	286,669	39,138	40,888	146,405	171,075
Made up as follows:									
Porcelain, Chinaware, and Parian	,,	1,361	1,810	8,579	8,859	10,889	12,554	49,355	52,867
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	83,576	99,127	367,901	406,269	101,922	123,324	451,241	508,018
Jet, Rock'm, and Glazed Terra-cotta	,,	510	97	1,403	506	630	163	1,941	969
Red, Stone, Brown and Yellow Ware	,,	132,155	110,379	496,035	508,906	27,149	21,060	101,104	102,919
Other Sorts (including Electrical and Chemical Ware)	,,	10,938	13,890	48,422	49,849	13,667	18,731	64,907	69,623
Glass.									
To British South Africa	value £	—	—	—	—	74,901	4,972	326,379	33,903
,, Other Countries	,,	—	—	—	—		74,138		353,205
Made up as follows:									
Plate Glass	cwts.	6,485	9,063	34,113	41,973	9,150	13,712	48,847	63,919
Flint Glass	,,	4,977	3,952	21,249	18,178	14,573	12,902	60,347	60,795
Glass Bottles	gross	47,256	54,913	192,643	233,421	30,323	34,120	123,005	147,320
Glass Manufactures, other sorts	cwts.	23,563	19,864	102,467	128,319	20,855	18,376	94,180	115,074

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR APRIL.

		Quantities.				Value.			
		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	3,868	3,377	17,759	15,681	£16,937	£17,302	£73,286	£75,080
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	31,290	30,823	110,147	108,446	57,622	58,949	200,584	203,909
Jet, Rock'm, and Glazed Terra-cotta	,,	17	1,742	189	3,735	51	536	299	1,182
Red, Stone, Brown and Yellow Ware	,,	1,570	3,871	2,990	12,802	731	766	2,184	3,039
Other sorts (including Electrical and Chemical Ware)	,,	402	1,788	2,617	7,319	899	2,534	5,475	10,323
Window and German Sheet Glass	,,	78,851	126,515	315,516	500,849	45,579	69,905	187,244	281,773
Plate Glass	,,	38,413	23,140	160,650	123,754	44,799	30,320	194,318	161,152
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass	,,	54,936	67,481	227,801	270,337	93,507	109,924	384,909	448,173
Glass Bottles	gross	119,714	115,154	501,770	496,237	49,192	49,610	201,801	207,579
Glass Manufactures, other sorts	cwts.	7,481	2,628	28,917	16,823	14,417	4,132	58,485	22,858

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR APRIL.

		Quantities.				Value.			
		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	1,621	1,324	7,675	6,834	£5,802	£5,438	£27,940	£28,475
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	527	302	5,118	2,344	1,057	688	9,429	5,509
Jet, Rock'm, and Glazed Terra-cotta	,,	3	—	9	17	5	—	55	68
Red, Stone, Brown and Yellow Ware	,,	—	45	13	405	—	65	27	855
Other sorts (including Electrical and Chemical Ware)	,,	7	—	24	15	40	—	67	209
Window and German Sheet Glass	,,	570	824	2,283	6,701	376	452	1,272	3,519
Plate Glass	,,	495	310	1,941	1,290	650	353	2,384	1,989
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass	,,	3,113	541	10,752	9,176	6,291	934	23,687	18,606
Glass Bottles	gross	1,687	1,281	9,264	8,226	853	873	5,480	4,529
Glass Manufactures of other sorts	cwts.	462	316	4,899	1,944	1,871	798	12,530	5,028

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Mar. 29 to April 25, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to April 25, 1906. Packages.	Corresponding period 1905. Packages.
To Boston	614	621	2,282	2,400
„ New York	374	668	1,761	2,132
„ Baltimore	927	997	4,361	4,068
„ Philadelphia	122	179	526	457
„ New Orleans	523	389	1,259	1,306
„ Newport News	31	66	391	174
„ San Francisco	92	30	340	249
„ Portland, Me.	89	116	341	260
„ Galveston	95	59	320	116
„ Portland, Or.	73	62	487	139
„ Inland Points	1,151	1,298	4,459	6,334
Total	3,891	4,485	16,527	17,635

THE INTERNATIONAL RELATIONS OF POTTERS.

(SPECIALLY CONTRIBUTED.)

IN this day the trail of the sweater is over many things, and the pottery trade of the world does not escape. It is not my purpose to discuss in which departments the English pottery industry suffers through the inordinate cheapening of goods brought about by the depression of the cost and quality of production; but there is one aspect of the question of foreign sweating that it is profitable to the English working potter to consider, and that is whether anything can be done to bring home to the pottery workers abroad the fact that some of them are spoiling one of the world's noblest industries by the acceptance of low prices and rates of pay for their labour. Other workers in other trades have shown themselves alive to the degradation of their trade, through sweated foreign labour, by holding international conferences which have checked the evil; but English potters, of late years, do not appear to have grasped the fact that the international co-operation of potters is as necessary as unity and trade protection at home. As long ago as 1668-9 the leaders of the Staffordshire operative potters corresponded with the leaders of German potters, with a view to an understanding as to what action could be taken that would be mutually helpful. Nothing came of this friendly approach. The idea of international action was talked about at that time, but any co-operation by the workmen of European countries was then regarded as the most dangerous political plotting, and the Governments of the European States stamped ruthlessly upon the "International," which really had, in its aims, a bitter enmity to the governing classes of all countries. But to-day international co-working has been proved to be praeticable and useful to the peoples of civilised countries, without being dangerous to the eontrolling Powers in those countries. The miners and the cotton operatives have been especially active and successful in setting up relations with operatives of the same class in other States; and if one thing more than another will justify the enactment of an eight hours' labour law for British miners, it is the fact that the conferences between the eolliers of the world —which Englishmen have promoted— have originated and stimulated the demand of foreign colliers for shorter hours of labour. In fact, it was declared in the House of Commons a few weeks ago that in the matter of the hours of labour some foreign colliers had an advantage over English miners.

Is it not time, then, that English potters sought to wield the same influence for the general good of the industry over the potters of other countries? During the late General Election pottery goods from Germany were shown as being made in that country and sold in this, at prices so low that the English manufacturer could not have captured the trade, if all his hands had consented "to work for nothing and find themselves." Many of these special pottery lines (made by the subjects of the Kaiser as a cheap line for the English sweating shopkeeper and householder, who cares not who slaves so that they can buy at low prices) are made by women and children. These articles are usually "cast"—a process in pottery that does not call for any particular skill except on the part of the maker of the moulds, and the superintendent of the operations of the females and juveniles, who are paid at a much lower price than would suffice to pay for the food of English paupers.

But it is not merely the special lines, such as candlesticks, sick-feeders, trinket sets, shaving mugs, egg cups, and a hundred other little things (which total up to a formidable total of the international trade in pottery) but domestic and decorated pottery of all kinds that need the wholesome "protection" of a decent and fair rate of wages for making, in all European countries. For want of this the making of the articles which most mark and record the civilisation of peoples, is a reproach and shame to that civilisation—and the oldest industry and trade yields far too little pay and profit to the workpeople and employers engaged in it.

The probability is that if nothing is done to mend matters they will become worse, and it is therefore desirable for English pottery workers to set up such relations with foreign potters as will lead to a fairer basis of working prices in the various countries of Europe and America. At the best it will take time and much labour to accomplish any sound work in these directions, but unless the effort is made the continued degradation of the industry and business of the potter is assured.

If the German working potters could be induced to fall into line with the English operatives, upon a basis that would give a living wage to all who take part in pottery production, the game of "beggar my neighbour" that is now being played, could at least be hindered if not altogether prevented. There have beenmany indications lately in Germany that labour in that eountry is alive to the need of a higher level of wage and living; and an active effort on the part of English potters to induce their German fellow workers to consider and remedy the evils of the present unrestrained competition, would probably meet with as ready a response as such appeals have met with in the mining and textile trades.

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Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

The Domestic Bazaar Co., glass and china dealers, have recently opened premises at 43, High-street, Harlesden, N.W.

Mr. H. Blake, china and glass dealer, &c., is about to open premises at 38, Northcote-road, Clapham Junction, S.W.

Mr. A. A. Lyne has commenced business as a wholesale and retail china and glass merchant at 363, Barking-road, East Ham, E.

Barnett Bros., manufacturers and agents of foreign china and glass, have commenced business at 55, Great Eastern-street, E.C.

Mr. A. Sutherland, china and glass dealer, announces his intention of shortly vacating the premises 67, Sydenham-road, Lower Sydenham, S.E.

Mr. A. E. Fairweather is now carrying on at 15, Fore-street, Salcombe, S. Devon, the business in glass, china, &c., formerly owned by Mr. R. Issell, of Church-street.

Unmanufactured clay, to the value of £49,562, was exported from the United Kingdom during April last. The figures for the corresponding month of each of the two preceding years were less by about £1,300.

Midland Patent Lamp and Lense Co., Ltd.—Registered capital, £2,500, in £1 shares. Objects, to carry on in Birmingham and elsewhere the business of lamp and lense manufacturers and factors in all its branches, and to adopt agreements with A. E. Mitton and A. J. Pursall.

Corn Brothers, Ltd.—Registered capital, £10,000, in £1 shares. Objects, to acquire the business of tile manufacturers, carried on by R. A. Corn and F. C. Newbrook at Tunstall and Longport, Staffs., as Corn Brothers. No initial public issue. The first directors are R. A. Corn and F. C. Newbrook.

Mr. Francis John, the popular modelling tutor at the Hanley School of Art, has an exhibit (No. 1,713) in the Sculpture Gallery of the Royal Academy. This makes the sixth year in succession in which Mr. John has had a work accepted, and we congratulate him and the Hanley School of Art on his success.

Gas Firing at Longton.—The manager of the Longton Corporation Gasworks has been empowered to fit up a small experimental kiln to demonstrate to pottery manufacturers what can be done in colour firing with coal gas. At least one Longton firm is now generating and using producer gas for that process.

Natural Glasses.—At a recent meeting of the geological section of the Birmingham Natural History and Philosophical Society, held at the University, Mr. T. H. Waller (president of the section) gave a paper on "Natural Glasses." The lecture was illustrated by a fine series of hand specimens and photo-micrographs.

Crown Derby for the King.—It has been decided to enclose the address of welcome which is to be presented to the King on the occasion of his visit to Derby to see the Royal Agricultural Show on June 28, in a casket of Crown Derby china. The order for the casket has been given to the Royal Crown Derby Porcelain Co., Ltd.

Burslem and Tunstall Fireclay Co., Ltd.—This company has been registered with a capital of £3,000, in £1 shares, to carry on the business of manufacturers and vendors of clay and marl goods of all kinds, to acquire certain lands at Huntilee and Scotia, near Tunstall, Staffs., and to adopt an agreement with Sarah E. Watkin and E. T. Watkin.

Mr. H. Field, china and earthenware manufacturers' agent, 106, Hatton-garden, E.C., has taken over the showrooms recently occupied by Messrs. Blizard & Isaacs, and has been appointed country agent for Swinnerton's, Hanley (who have the sole control of), J. & G. Meakins, and London and country agent for Procter, Sons & Ratcliff, Longton.

John Buck, Ltd.—Registered capital, £7,000, in £1 shares. Objects, to take over the business of china, glass and earthenware merchants and agents carried on at St. George's Hall, King-street, and 3 and 4, The Arcade, Marine-parade, both in Great Yarmouth, and at 85, High-street, Lowestoft, by J. Buck. No initial public issue.

A. & J. Gilbert & Co., Ltd.—Registered with a capital of £1,600, in £1 shares, to acquire the Wellington Works, Stopes, Little Lever, and to carry on the business of dealers in terra-cotta, fire clay, &c. No initial public issue. The managing director is Mr. L. Ashworth. Registered office, Wellington Works, Stopes, Little Lever, near Bolton.

A Photographic Freak.—A recent issue of the "Northampton Independent" contained an amusing "fake" photograph, showing Mr. E. Tye, of that city (who is well known to many of our readers from his connection with the pottery trade), wearing a monstrous bovine skull on his shoulders, while he holds his own head in his hand and appears to be delivering a lecture upon it.

Jubilee Pottery Co., Ltd.—This company has been registered with a capital of £5,000, in £1 shares, to take over the business of a manufacturer of china ware of every description, carried on by S. H. Allen, at Jubilee Works, Mount Pleasant, High-street, Longton. The subscribers are: S. H. Allen, W. Jamieson, J. Lovatt, M. Amison, G. Housley, A. Shaw, and G. Bourne. Registered office at the works.

North Stafford Silica and Minerals, Ltd.—Registered capital, £5,000, in £1 shares. Object, to adopt an agreement with J. W. Haynes for the acquisition of the Black Bank estate, near Clough Head and Park Hill, Ipstones, Staffordshire, and to carry on the business of miners, quarriers, &c. No initial public issue. The first directors are Colonel J. W. M. Newton, J. W. Haynes, and C. H. Read. Registered office, 10, Fenchurch-buildings, E.C.

Death of Mr. R. Dewsberry.—We regret to announce the sudden death of Mr. Richard Dewsberry, senior partner in the firm of Guest and Dewsberry, earthenware manufacturers, South Wales Pottery, Llanelly. On Thursday, May 24, soon after reaching business in the morning, Mr. Dewsberry was found dead, with his head reclining on his desk. Deceased was a native of Burslem, but has for many years past been engaged in pottery manufacture in Wales.

George Clews & Co., Ltd.—This company has been registered with a capital of £3,000, in £1 shares, to take over the business of a manufacturer of jet, Samian and Rockingham earthenware, &c., carried on by G. Clews, H. B. Preece, and P. S. Clews at Progress Works, Commercial-street, Burslem, as George Clews. The subscribers are:—G. Clews, Mrs. E. H. Clews, H. B. Preece, Mrs. J. Preece, P. S. Clews, W. S. Hawley, and Mrs. E. B. Hawley.

The Shop Hours Act in Camberwell.—The General Purposes Committee of the Camberwell Borough Council reported on Saturday having received from the Secretary of State for the Home Department, a copy of the Closing Order under the Shop Hours Act, 1904, for china and glass dealers, duly confirmed by him. Under this Order china and glass dealers in the borough, in future, except at holiday times, must close at the following hours:—Monday, 9 p.m.; Tuesday, 9 p.m.; Wednesday, 10 p.m.; Thursday, 2 p.m.; Friday, 10 p.m.; and Saturday, 11.55 p.m.

Welsh Pottery was represented at the Welsh Industries Sale held in London, at the beginning of May. The "Daily Telegraph" says:—"Noted improvement has been made in the Ewenny pottery, on which much time and

great effort has been expended, resulting in beautiful colour and glaze, while the shapes, particularly the many-handled bowls, suggested by old Welsh drinking tygs, are very artistic. Quantities of this pottery go to the markets in Zululand, and are exported to large places all over the world. A silver medal was gained for it at the St. Louis Exhibition."

The Late Mr. Wm. Hollins.—The funeral of Mr. Wm. Hollins, who died at his residence, 173, Hamil-road, Burslem, after a short illness, took place at the Borough Cemetery, Burslem, on May 17. Mr. Hollins had been associated for some time with Messrs. Gibson & Sons, Ltd., of the Albany and Harvey Potteries, Burslem, and the estimation in which he was held was evinced by the presence of members of the firm and of representatives from every department of the works at the funeral. Representatives from the Sunday school, and from many local organisations with which deceased had been associated, were also present.

Oriental Porcelain.—Considerable curiosity has been aroused by the remarkable Trapnell collection of old Oriental porcelain purchased by Messrs. S. Gorer & Son, and now on show at their galleries in Bond-street. Mr. Trapnell seems to have been more fortunate than many collectors, for quite a number of pieces of all kinds of Chinese porcelain came into his possession. There are some rare examples of the Yung Ching period—one of them a large dish looted from the palace of the Dowager Empress. There are also some good specimens of "Crackle" ware. The exhibition will remain open to the middle of next month.

"The Studio" Year Book of Decorative Art is a handsome volume, published by the proprietors of the "Studio" magazine at the price of 5s. net. Its contents consist, for the most part, of excellent illustrations of various kinds of decoration. Of course the comprehensive range which is covered includes pottery ware. Some fine specimens of the most recent work in vases, tiles, toilet ware, &c., by leading firms, are depicted in colours or by photography. The designer can often borrow from some industry in no way allied to his own, and potters might find inspiration in some of the very beautiful work shown, which is quite outside their usual range.

Home Arts and Industries.—The annual exhibition of the Home Arts and Industries Association was held last week at the Royal Albert Hall. Amongst the exhibits was a stall devoted to Ruskin pottery, manufactured by Mr. W. Howson Taylor, West Smethwick, near Birmingham. The ware was shown in a variety of colours, conspicuous among them being a golden yellow and a bronze green, both iridescent. Mr. Taylor's productions are remarkably light and artistic in form. There was a font in terra cotta and a sun-dial and pedestal of the same material from Mr. G. F. Watts, of Compton. The Potteries Cripples' Guild had a stall, whereon the interesting goods made by the poor cripples were displayed.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office under the Factory and Workshops Act during April, was 44. Of these 18 cases were in the china and earthenware trade. There was only one death from lead poisoning during the month, and that was not in our trades. During the four months ending April 30 there were 198 cases reported, as compared with 186 cases in the same months last year. The number of cases reported in the pottery trades for the four months ending April 30 last, was 32, and exactly the same number were reported in the corresponding months of last year. No death has been reported due to lead poisoning in our trades during these months this year, one death having been so reported last year.

The Pottery and Glass Trades' Benevolent Institution.—It has frequently been remarked by speakers at the general meetings of the Institution that, with increasing age, the demands upon its funds would become greater. That prophecy would seem about to be fulfilled, for we understand that applications for the benefits of membership are now more numerous than at any period in the history of the Institution, and are such as to necessitate the half-yearly election of annuitants, to be held in July next, being by ballot. The opportunity thus afforded subscribers of voting upon the merits of the respective cases should do much to promote interest in the Institution and appreciation of its undoubted value, and the fact that deserving candidates, who are unsuccessful at the poll, will be awaiting election will, we hope, tend to increased support being accorded to the Institution, which this year commemorates the Twenty-fifth Anniversary of its Foundation.

Recent Company Liens Registered.—Crown Staffordshire Porcelain Co., Ltd.—Debenture registered for £2,000 and 5 per cent. interest; secured on the property and assets, subject to a prior charge for a sum not to exceed £3,000. Cauldon (Brown-Westhead, Moore & Co.), Ltd., Stoke-on-Trent.—The issue has been registered of £1,000 5 per cent. debentures, part of a series created to secure £40,000, charged on the copyhold canal wharf, offices and earthenware factory at Cauldon-place, Stoke-on-Trent, and site thereof (subject to mortgage dated November 1, 1865), copyhold land at Shelton, and the company's undertaking and property, present and future, including uncalled capital. Total amount previously issued of same series, £27,000. Soho Pottery, Ltd., Tunstall.—Deed of indemnity registered, for £1,700 and 5 per cent. interest; secured on the property and effects. John Buck, Ltd., Great Yarmouth.—Lien registered, for £3,000 5 per cent. debentures; secured on the property and undertaking.

Auction Room Prices.—The following sales have been recorded during the past month at Christie's and elsewhere:—A pair of large hexagonal vases and covers, old Worcester, 820 guineas; an old Sèvres teapot and cover, richly decorated with arabesques and jewelled ornament, 350 guineas; an old Worcester transfer printed jug, $8\frac{3}{4}$ in. high, 235 guineas; a Chelsea group, 14 in. high, of the Fortune-teller, 155 guineas. A set of twelve old Worcester vases, all painted with exotic birds, 3,120 guineas. An old Worcester dessert service, painted with grapes and foliage in blue on a white ground, 44 guineas; a crown Derby dessert service, with puce mark and dark blue and gold borders, 38 guineas; a Nantgarw plate, painted with a bird in the centre, impressed mark, 29 guineas; another plate, somewhat similar, 22 guineas; a pair of Chelsea plates, painted with birds in the centre and dark blue borders, 30 guineas; and a Chelsea vase and cover, with pierced white and gold handles, 12 in. high, 31 guineas.

An Interesting Function.—Having regard to the strained relations that have existed between employers and employed in the glass trade in the past, it is highly satisfactory to hear of the good understanding which prevails at Messrs. Stevens & Williams' glass works, Brierley Hill. It was found necessary to take out the furnace—always a serious incident in a glass house—and the workmen carried out the work so expeditiously and successfully that Mr. J. S. Williams-Thomas entertained them to supper in recognition of their efforts. Unfortunately, when the evening arrived, Mr. Williams-Thomas found he was unable to be present. He, however, sent an expression of his regret and of his hope that they would all enjoy themselves. Mr. John Northwood presided, and Mr. H. Lowe, furnace builder, occupied the vice-chair. The chairman proposed the health of Mr. J. S. Williams-Thomas and the prosperity of the firm. The toast was very heartily received. Mr. E. Guest proposed "the late Mr. John Northwood." He eulogised Mr. Northwood's abilities, and called to mind

the interest he took in the work when the furnaces were out ten years before. The toast was honoured in silence. A pleasant musical evening was spent, and a hearty vote of thanks was passed to Mr. J. S. Williams-Thomas for his hospitality.

The Truck Acts.—The Departmental Committee appointed to inquire into the operation of the Truck Acts began its meetings for the taking of evidence at the Home Office on May 2, the Lord Advocate presiding. Mr. H. H. S. Cunynghame, C.B., Legal Assistant Under-Secretary at the Home Office, gave a brief summary of the history of truck legislation, with especial reference to the question of fines and deductions from wages. At the meeting held on May 4, Mr. Cunynghame resumed his evidence. He dealt with the general question of the use of fines by the employer as a means of enforcing discipline, as contrasted with a system of suspensions which prevails in some employments, and enumerated the legal difficulties attendant upon legislation in regard to this subject. He dealt also with the question of deductions from wages in respect of contributions by workpeople to hospital funds and sick and accident benefit societies, and in respect of food or materials supplied by the employer, and of bad work, and concluded his evidence by strongly recommending that the whole law relating to truck should be simplified and consolidated in one statute. The Committee met again on May 23, all the members being present. Mr. J. A. Redgrave, of the Factory Department of the Home Office, was the witness called, and his evidence was not concluded when the Committee adjourned.

The Canal Commission has commenced sitting in London, and several witnesses have been examined, including Mr. A. Llewellyn, Canal Boat Inspector to the L.G.B., Mr. T. Southall, clerk to the Severn commissioners and Sir Cecil Hertslet British Consul-General at Antwerp, who said that Belgium had 1,349 miles of canals in 1904, and that 85 per cent. of these were owned by the State. There was thus practically no competition between railways and canals. Carriage by rail from Antwerp to Liège, a distance of 74 miles, was 6f. 63c. per ton. A 100-ton freight would therefore cost £79. Carriage by canal, a longer distance, was only 3f. 25c., or about £39 for 300 tons. Electric tractors had been tried on the tow-path of one canal, but had been abandoned on account of the expense. In one year there was a loss of £118,000 to the Government on canal traffic. Giving evidence on May 23, Mr. Phillips, general manager of the North Staffordshire Railway and of the Trent and Mersey Canal, said that before the construction of the railway the tolls on the canal were very heavy. The canals were an enormous advantage, and the proprietors charged what they liked. His company had done all they could to make their canal a success, and he believed their canal was in better order than any other canal in Great Britain. In districts like the Potteries, the canal was undoubtedly of great service. He considered that the horse was the most economical means of traction, but for distances over 25 miles he thought mechanical traction was the cheapest. He agreed that the greater number of canals were not worth spending money on, and that they were not of much use in agricultural districts. Canals were of much benefit when they connected collieries and works situated on their banks. The tendency for factories to be moved from inland positions to the seaports was a serious one for capitalists, cottage-owners, and others affected,

The Pontefract Guardians and the Bottle Makers.—In the last two issues of the POTTERY GAZETTE mention was made of a dispute that had arisen between the Board of Guardians of the Pontefract Union and the Glass Bottle Makers' Society, because of a declaration that certain "out of works," who were earning 7s. 6d. per week only as paupers doing test work, had not been permitted to accept 25s. weekly for making glass jars, &c., by machine. In that union are the towns of Castleford and Knottingley, where there are several glass works, some proprietors of which, having large orders in for the goods, were ready to employ men at the rate named, and which they contend is a sufficient payment seeing that no technical skill is required by the workers tending the machines. The Bottlemakers' Union, through their executive, the spokesman of which is Mr. A. Greenwood, secretary, had objected to the lower rate of wages being accepted; and the Board of Guardians inquired the reason why a certain man employed at pauper test work, should not be permitted to earn his own living at this simpler if less remunerative employment, the Chairman acting as the mouthpiece of the Board. The offer of employment came from Castleford. At the meeting of that body on May 5, a letter was read from Mr. Greenwood declining to give information. The Chairman said he would not send a reply. He had been charged with being an inquisitor, but "if Mr. Greenwood had inquired whether the man had the offer of work at 25s. per week instead of sponging on the ratepayers he would have shown a better spirit." That ended the breeze. Of men on tent work now at 7s. 6d. per week there were really none, for the bottle trade has improved, and employment round the furnaces is more general. The cold spring, though, is checking business, and in Yorkshire and farther north, stocks are accumulating, both mineral water manufacturers and ale bottlers complaining that the volume of trade is below the average for the time of the year. The export branch is remarkably quiet and has been for more than three months past.

Wearside Potteries.—At the monthly meeting of the Sunderland Antiquarian Society, held in the Subscription Library on May 8, Mr. Wm. R. Ball gave a capital account of potting and the potteries of the Wear and neighbourhood, and dealt exhaustively with the subject. In chronological order, as near as can be ascertained, he said, the potteries were established as follow:—Newbottle, 1750; North Hylton, 1762; Southwick (Scott's), 1788; Sunderland Pottery, 1790; Sonth Hylton (Dawson's), 1800; Wear Pottery, Southwick, 1803; Rickaby's, 1840; Moore's Brown Pottery, 1845; Burnside's (below Wearmouth Bridge), 1850; Ball's Pottery, 1857; Snowball's, 1869; and Seddon's (Richmond-street), 1874. Mr. Ball gave several interesting details of these potteries, pointing out that most of them commenced with brown ware, and later they introduced white ware. After the flint grinding came into operation, about 1750, there was a development of the industry all over the country. Further improvements were introduced until foreign tariffs closed the markets abroad which the potteries had been supplying, and practically extinguished the industry so far as this district was concerned. The bulk of the goods manufactured at the local potteries were of the ordinary kind for domestic use, but the decorations of some of them—especially Dawson's—were of a very high order. Several specimens of this class of ware were shown by Mr. Ball, and were much admired by the members. In all he enumerated twelve potteries which had employed among them a couple of thousand hands, all working on the banks of the Wear. Now only two remained, employing about one hundred. He attributed the practical extinction of the industry mainly to the ability of the foreigner to supply his own market and the imposition of a tariff to keep us out. Malin's Pottery at Newcastle stood out as the one which from small beginnings at Hylton in 1762 had made continued and rapid progress, and was the largest pottery in England held by one family. Mr. Ball gave the potter an excellent character, and said that parents preferred to send their boys to that trade because of that, rather than

to others. Mr. V. Ritson proposed a vote of thanks to Mr. Ball for his paper, and considered it a most excellent one. Mr. Thos. Ray seconded, and also complimented Mr. Ball on his paper. The vote was cordially carried, and Mr. Ball having replied the proceedings terminated.

Legal.

Claim and Counterclaim.—On May 15, at Stroud County Court, Stanley Gordon Bailey & Co., Ltd., of Stroud, sued George Skey & Co., proprietors of Wilneeote Works, near Tamworth, for £10 14s. 8d., balanee of a sum of £35 for goods sold and delivered. Defendants counterelaimed for £81 12s. 2d. for 909 1-gal. shut-in jars and damages. The judge gave judgment for plaintiffs on the elaim for £10 14s. 8d., and on the eounterelaim £43 14s. 8d., and judgment for defendants on the eounterelaim for £37 17s. 6d.

Commercial Travellers' Luggage.—In the King's Beneh Division of the High Court, on May 24, before Mr. Justice Kennedy and Mr. Justiee Bray, an appeal was heard of the Laneashire and Yorkshire Railway Company from a deeision of the Manchester County Court Judge, holding the eompany liable for the loss of a skip belonging to two commereial travellers which had been dropped into the sea and lost while in transit between Huddersfield and Belfast. The skip was not personal luggage, and the eompany elaimed that under the special terms on whieh they earried such luggage for eommercial travellers they were not liable. Their Lordships upheld the finding of the County Court Judge, and dismissed the appeal, with costs.

A Question of Liability.—In the City of London Court, on May 25, an aetion was brought by Messrs. Soneshein & Co., of Houndsditch, against Mr. James Bonsor, traveller and agent to a pottery eompany, High-street North, Manor Park, to reeover the sum of £10 6s. 6d. for goods supplied to him in the way of trade. The plaintiff's ease was that one of their travellers ealled upon the defendant, who was opening a new shop, and that the defendant gave an order for the goods now sued for. Afterwards they discovered that the goods had been removed. The defendant's case was that he had never given any order, and that the business in question was opened by his daughter quite apart from him. The premises were in her name, and she paid the rates and taxes. The banking account was in her name, and he had nothing whatever to do with it. All these eircumstanees were well known to the plaintiffs. The plaintiffs denied that they knew anything about the business belonging to anybody other than the defendant. Judge Lumley Smith was of opinion that the defendant had given the order and therefore he was liable. It had not been made elear that the plaintiffs were not to look to the defendant for payment of the money. Judgment would therefore be given for the plaintiffs with eosts.

A Glass Factory has been established at Poshan, on a braneh line of the Tsingtau-Chinan Fu Railway, in China. The machinery employed is to be exclusively of German manufacture. It was found that the money available was insufficient, whereupon the Governor of the Provinee after obtaining a satisfaetory report on the undertaking, consented to furnish a sum of 15,000 taels, whilst a further sum of 10,000 taels was provided by a Tientsin firm. Berlin analysts have reported favourably on the raw material to be worked.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENTS).

LAST month I was able to report that a steady improvement of trade appeared to be setting in, and that the provincial home trade, as well as the export trade, was looking up. I am glad to say the markets continue to exhibit a strengthening tone. Not only is the demand for goods of every-day domestic use increasing, but ware of the more expensive grades for ornamental purposes is in greater request. This tends to show that people are beeoming better able to afford luxuries than was the ease a twelvomonth ago. London, however, still moves slowly, and trade there fails to smarten up to any appreciable extent. It is instructive to observe that the traffie returns of the North Staffordshire Railway Company, so far as they relate to merehandise and minerals carried, keep up well. During the month ended May 20 the figures for this department totalled £46,863, against £43,639 last year, whieh probably means that goods of a greatly increased value have passed over the system during that time.

A very satisfactory feature of the export trade just now is the demand from the United States. Preparations are being made for a busy fall season, and some very acceptable orders have been placed on this side in anticipation. The Continental trade is well maintained, and the French market, after several dull weeks, is at the time of writing livening up again. The Australian trade is quiet; but, as I remarked a little time ago, mueh better things are expected from the Antipodes shortly. Advices reeeived in this district lately show that trade is rapidly growing better there. Splendid rains have fallen in the north-eastern pastoral district, and in Sydney, Melbourne, Adelaide, Dunedin, and Brisbane business is reported to be growing brisk; while other districts, both of Australia and New Zealand, report steadier trade. The Canadian market shares with the neighbouring republie the distinetion of being really busy; but the South American trade, if anything, shows an inclination to be quieter after having been buoyant for a quite unusually long time. The hopes entertained of better trade in South Afriea have not yet materialised, although not a few of our manufacturers are assiduously cultivating the Cape as a market for their wares. The tile and sanitary trades show little activity, but employment in the earthenware trades, as a whole, has improved during the past month.

The Board of Trade returns continue to provide legitimate eause for congratulation as to our export trade, the figures showing that during April we exported ware to the value of £175,832, against £154,257 in 1905. During the four months ended April we had despatched abroad ware to the value of £734,369, compared with £668,548 in 1905, and £691,819 in 1904—a most substantial increase. Germany, during April, took £1,500 more from us than last year, the United States nearly £14,000 more, Brazil upwards of £5,000 more, and Canada close upon £8,000 more. On the other hand, the returns for the Argentine, France, British South Africa, the East Indies, and Australia and New Zealand showed slight decreases.

The new Workmen's Compensation Bill, which includes within its scope cases of lead poisoning, continues to attract a good deal of attention here. As I mentioned last month, two conferences have taken place between representatives of the employers and workpeople, the first of them being attended also by the four local Members of Parliament, Messrs. Enoeh Edwards, John Ward, A. Billson and Josiah C. Wedgwood. Since then—on May 1, to be exaet—a joint deputation of masters and operatives has had a lengthy interview with Mr. Herbert Samuel, Under-Secretary of the Home Department at the House of Commons. Amongst those present were Mr. J. Rawdon Smith (chairman), Mr. Arthur Sherwin, Mr. Edmund Leigh, Mr. Wm. Burton, and Mr. A. P. Llewellyn (secretary), representing the Joint Committee of Pottery Manufacturers, Mr. Thos. Edwards and Mr. Noah Parkes representing the workpeople, and the four Members of Parliament whose names have already been mentioned. The deputation was introdueed by Mr. Billson, and after having listened attentively to all that his visitors had to say, Mr. Samuel promised that the most earoful consideration should be given to their views. It is the feeling of the employers and operatives alike that the potting trade ought to receive speeial treatment with regard to lead poisoning under the new Bill. As the result of Lord James's award, after the arbitration on the special rules, the Potters' Insurance Company came into existence, and nearly two-thirds of the lead workers of North Staffordshire are

now insured under this scheme. The company is conducted on lines which have won the complete confidence of the operatives. The medical examinations have, beyond question, tended to diminish the number of cases of plumbism and their severity. The dangerous processes are all comprehensively scheduled, and it felt that any new Bill which may be passed into law should take cognizance of the precautionary and compensatory measures already existing so far as the potting trade, at anyrate, is concerned. It is necessary, also, that a number of modifications should be made in the Bill before it becomes law, otherwise much needless inconvenience will be caused. There are numerous departments in a factory where lead is handled in such shapes and forms that it is in no sense dangerous; and it would be absurdly vexatious to cause artists, for instance, who use lead in their colours, to submit to a costly periodical medical examination.

On the general question of insurance I am persuaded that the majority of responsible manufacturers and workpeople would be glad if it were made compulsory on the employers concerned to insure with the Potters' Insurance Scheme, instead of it being left to their option to insure with any company they may choose. The Potters' Company is administered on much more sympathetic and humane lines than any outside concern possibly could be; besides which it is a very useful preventive agency. Alderman Thomas Edwards drew attention to this feature in a remarkably frank and interesting speech which he delivered at a meeting of the Trades Council on May 9. Mr. Edwards asserted that there were more cases of plumbism and more desperate cases amongst the one-third of the lead workers who were not insured with the employers' scheme than there were amongst the two-thirds who were thus insured. The reason was this, that if there were more cases occurring in any factory insured with their society than there ought to be, the manufacturers at once formed a committee from their board of directors to make every inquiry into the conditions under which work was being performed. Where they found the conditions to be such as tended to increase plumbism, steps were taken, and no doubt a certain amount of influence and experience were brought to bear which might have a beneficial result. Mr. Edwards also said he was confident that if the whole of the employers in the potting trade of North Staffordshire were compelled by Act of Parliament to become connected with the Potters' Insurance Company he was confident that over 90 per cent. of the difficulties of cases of compensation would be removed, and that workers would get far more justice. What fairer testimony could be given of the merits of the society than this?

But this was not all. Mr. Edwards proceeded to quote a valuable instance of the generosity with which the employers' society is managed. In the last week of April the death took place from lead poisoning of a Burslem lead worker who had not been seen the certifying surgeon, and had not been suspended by him. Consequently, under the special rules, the deceased's wife and family were not entitled to anything. An appeal, however, was sent to the Potters' Insurance Society direct, with the result that on Friday, May 4, Mr. Llewellyn, the secretary, met Mr. Edwards, and came to an agreement under which the directors granted a gratuity of £150 to the widow and family of the deceased man. The widow was paid £10 down, and the other £140 was deposited in the savings bank, and will be paid to her at the rate of 7s. 6d. per week, so that, with interest accruing, the payments will extend over something like eight years. This is a splendid illustration of the spirit in which the society is carried on. It need scarcely be pointed out that had the operatives been dealing with any outside and purely business insurance concern, no money whatever would have been forthcoming. Take another case, which was cited by the same speaker. A member of his society had been constantly at home for two years, during which time he had been paid his compensation by the employers' company without demur. The man had not been harassed by being sent first to this doctor and then to that to be examined, nor had he been told that he must begin to look out for a light job, otherwise his compensation would be stopped. After receiving compensation for the two years he agreed, as he was perfectly within his right in doing, to the commutation of the periodical payment in favour of a lump sum, upon which the company paid him £100! Another reason why the operatives so strongly support the employers' scheme is that an average of twelve months' wages is taken as the basis of compensation, a system which certainly operates in favour of the worker.

There are many other reasons why it is desirable that any new Act should not interfere with the operations of the Potters' Insurance Company. It is known that a very high opinion of the company is entertained in responsible quarters, and it may be that the Government will not be indisposed to assist in the institution of similar assurance scheme in other trades. Mr. Wedgwood, M.P., I understand, has drafted an amendment to the Bill, which leads in that direction. He proposes to insert it in Clause 9, and it runs as follows: "The Secretary of State shall, however, have power, without further confirmation by Parliament, to embody in any special rules or regulations drawn up by him for the safer conduct of any industry, clauses compelling every employer engaged in that industry, under penalities, to insure his workpeople in any mutual trade insurance scheme which is confined to that industry, and which, actuarially or otherwise, meets with the joint approval and preference, and conforms to the joint regulations of the Secretary of State and the Registrar of Friendly Societies." The operatives have expressed themselves as being in thorough agreement with this clause, but to a number of other amendments dealing with the potting trade, which Mr. Wedgwood intends to propose, they take exception. More will, no doubt, be heard of them later on. The representatives of the operatives, I must not forget to mention, are anxious that china scourers should be included in the Bill, and are making representations to Parliament to that end. China scouring is not a lead process, but it is recognised under the terms of Lord James's award as one of the dangerous processes, the workers in which are entitled to compensation.

One of the most interesting events of the past month in the Potteries has been the opening of the Wedgwood Museum, at Etruria. The departure is so fully dealt with elsewhere that it is unnecessary to refer to it again beyond to congratulate the members of the firm on the enterprise they are displaying in this and other directions. A newer and brighter era of prosperity than it has enjoyed for many years seems to have been entered upon by the Etruria firm, which all who value the prestige of the English potting trade will hope may long continue and flourish.

I regret to have to chronicle the death, which occurred at his residence, Lancaster Villas, Newcastle, on Sunday, May 13, of Mr. Charles Enoch Hawkins. Mr. Hawkins, who was forty-two years of age, had been for many years the home traveller for Messrs. Minton, of Stoke, his duties taking him into all parts of the United Kingdom and Ireland. He also, for some time, represented the firm at their London offices, returning to Staffordshire about ten years ago. He was a warm supporter of the Commercial Travellers' Association, and had been connected with the administration of the Benevolent Fund. He leaves a widow and three children. The death has taken place, at Prestatyn, North Wales, in the seventy-third year of his age, of Mr. Ambrose Bevington, formerly a well-known potter in a large way of business at Hanley, where he produced, amongst other wares, moss-covered ornaments, which at one time were in great demand. In former years he was one of the political leaders of the district. He was a close friend of Mr. Henry Broadhurst, who at one time sat for one of the Potteries constituencies, and he was closely interested in the visit of Mr. John Morley, in the late seventies, with a view to his contesting the old borough of Stoke-upon-Trent in the Liberal interests. Mr. Bevington was a great reader and an accomplished man in many ways. He had been living at Prestatyn for several years

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Two other deaths must, unhappily, be recorded. Mr. Edward Harrison, formerly manager for Messrs. Brownfield, Cobridge, passed away on the last day of April, at Hope Cottage, Stockton Brook. He had reached the good old age of 82 years. His interment took place on May 3, at Endon Church.—Mr. William Hollins, of Messrs. Gibson & Sons, Ltd., Albany and Harvey Potteries, Burslem, died on May 10. He was held in great esteem by his fellow workers, and by the Liberals and Nonconformists of the "mother town." His principals evinced their affection for him by attending the funeral, and in addition to Messrs. A. H., F. W., and E. J. Gibson, there were present the office staff, managers, travellers, and workpeople of both works. A number of lovely wreaths were sent by the firm, the managers and officials, and the employees.

Mr. Gordon Morley, son of the late Mr. William Morley, earthenware manufacturer, Fenton, attained his majority on the 21st ult. The employees invited Mr. Morley to meet them in one of the warehouses in the course of the afternoon that they might congratulate him on the occasion. Mr. Thomas Gotham, an old workman, speaking on behalf of all the employees, expressed the esteem and goodwill entertained for Mr. G. Morley by all of them. On their behalf he wished Mr. Morley a bright and successful future. He then asked Mr. Morley to accept as permanent mementoes of their goodwill a handsome marble timepiece and bronzes and a gentlemen's dressing-case and accessories. Mr. Morley thanked them for their unexpected manifestation of goodwill, and said he would endeavour to prove himself worthy of their generous consideration. It was intimated that the firm intended to celebrate the event early in June by taking the whole of the employees for a day's excursion.

On the 19th inst., at the invitation of Mr. Robert Audley and Mr. John Copeland, managing directors, the employees of the New Hall Pottery Co., Ltd., Hanley, had an enjoyable excursion to Rudyard Lake, to which they were taken by special train from

Tunstall. Unfortunately they arrived there in a downpour of rain, and, as it continued, they were unable to enjoy a ramble in the country as had been intended. After a substantial meal they therefore proceeded to enjoy themselves in the hotel pavilion, where a capital concert was organised. In the course of the evening a handsome gold watch was presented to Mr. R. J. Audley as a mark of esteem of the employees on the attainment of his majority. Mr. G. Glover, potters' manager, presented the watch (which bore a suitable inscription), and Mr. Audley thanked the donors for their good feeling towards him. A vote of thanks was passed to Mr. R. Audley and Mr. J. Copeland, and, having spent the remainder of the evening in music and dancing, the party returned home safely.

The dispute in the sanitary trade, as the result of which some hundred and twenty of the sanitary pressers employed by Messrs. E. Johns & Co., at Armitage and Tunstall, had been on strike for several weeks, has been settled. The dispute arose over the price paid for the making of a new article. I learn that though the settlement is described as an "amicable" one, the men have returned to work on terms not over satisfactory to themselves.

An important sale of pottery took place on May 1 and 2, at Hanley, when a portion of the fine collection of the late Mr. Edwin Hewitt was disposed of. Mr. Hewitt was a collector and connoisseur of national reputation, and at a previous sale, some years ago, which, if my memory serves me correctly, took place at Birmingham, some extremely high prices were realised. The present sale included but few of his "gems," but was of sufficient interest to attract buyers from all parts. Her Grace the Duchess of Sutherland was one of those present at the view, and some lots were purchased on her behalf. The principal pieces were some excellent examples of black basalt by Wedgwood, Mayer, and Neale, and there was a small selection of Worcester and Caughley. An excellently preserved kettle in black basalt, by Wedgwood & Bentley, was acquired on behalf of the Hanley Museum for £23.

The coming of age of Mr. Thos. Mountford Taylor, son of Mr. Thos. Taylor, J.P., of the well-known electrical fittings firm of Taylor, Tunnicliffe & Co., Ltd., Eastwood, Hanley, was celebrated a week or two ago by a great reunion of the workpeople at the Victoria Hall, Hanley. About five hundred workpeople were present, together with a large number of friends of the family. The company having been banqueted in the most generous fashion, a toast list was gone through, in the course of which Mr. Taylor, jun.'s, health was heartily honoured, and he was made the recipient of a massive gold watch, chain and matchcase, accompanied by an illuminated address, in which the employees expressed the good feelings they entertained for him. Later on the hall was cleared for dancing, which was kept up till a late hour.

Thos. Dean & Son's teapot works in High-street, Tunstall, were the scene of a fire on the afternoon of Saturday, May 12. The fire was discovered about ten minutes to three in the afternoon, an hour after the premises had been locked up for the week, and the fire brigade responded so promptly to the call that they were playing on the flames seven minutes after they had received intimation of the outbreak. The roofing round a freshly fired oven was found to be the seat of the fire, which had evidently arisen through the heat from the clammings spreading upwards and igniting the woodwork of the roof above. A capital supply of water was at hand, and the outbreak was speedily extinguished before much damage had been done.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE wholesale merchants and the makers have by this time got through the earlier of the summer orders for coast and country, and henceforth, as regards this section, the only further expectation attaches to repeat orders later in the season. These assume no large bulk, even in the best years, and in bad years they are practically non-existent. So far as foresight can go at present, the season 1906 does not promise well for renewal orders at any of the coast or country summering points. As indicated in the report for our May issue, orders from these quarters on the wholesale merchants had been coming to hand rather more freely than was expected, leading to the inference that the retailers of the health resorts had confidence in the prospects for the season, and had resolved to begin with fairly well-filled stocks. At the time of writing it may be said that the coast and country season has begun, and also that it has begun unpromisingly. "Winter lingering in the lap of May" is an experience encountered many a time since the day of the poet who so elegantly phrased it, but the phenomenon of an abnormally late season has hardly ever before presented itself in a form so accentuated as now, when, indeed, the "lingering" looks as if it were to be extended into June or even later. All this makes the prospect of renewal orders in our lines about August very black indeed, and goes far to induce the prognostication that the nominal summer season this year will be a failure because of the season having failed to bring the actual summer with it. If the outlook is to undergo a change for the better, then the transformation-scene must come within the briefest possible space of time from now.

May has been a very quiet month over the greater part of the retail trade of the country. The inclemency of the weather has, of course, had much to do with this, but other adverse influences have been at work. In the retail saloons devoted to the finer classes of goods in china, crystal, glass, &c., the month of May commonly provides some little show of extra business in the way of presents for the marriages that are to come off in June (May, here as elsewhere, being a sort of close season for marriages). There has been a little doing in that way during the month that is now hastening to its close, but it has amounted to no more than a trifle after all, and falls far below the average for a really good May. This year the influence must be either that the combined will and ability to give presents have shrunken in scope, or that the marriages posted for the coming month of June are much fewer than usual.

The prospects (overhead) for June are not exciting, as may be inferred from the foregoing, although if really fine weather were to arrive at last there would, no doubt, be felt a clear improvement. Just at the time of writing domestic and business removals on a wholesale scale are going on all over Scotland. Goods of the fragile nature of our own suffer in these migrations, and after settling down again, the shattered items have to be replaced. This feature will no doubt help the turnover for June and July, and it will be welcome, though not amounting to very much in the aggregate after all.

Amongst the potteries and glass works of Scotland there have been no fresh developments of any consequence since last report. The Rockingham position remains practically the same, and with regard to the stoneware makers there is nothing of overt significance, though conferences (informa- and otherwise) have taken place. A limited section of the merchants of Edinburgh still hanker after an early exhibition on a scale of some size, and 1908 is now spoken of, with Saughton Park (City property) as the site. But the idea does not now go so far as an "international," and if it comes off it will be mainly Scottish in character.

Kaolin Deposits at Kieff.—In a statement of the mineral riches of the Kieff district the "Kieffskoe Tzare" says that in the course of 1905 1,748,466 poods of kaolin were won in the pits at work.

Continental China Clay Combine.—It is reported that a few days ago all the china clay works of Central Europe arrived at an understanding to pool their interests in a limited company, which is to erect a sale-room for all the parties concerned in Dresden, commencing operations on July 1. It is now intimated that one firm has not joined the combine. It is further stated that the newly established combine purposes to deal only with china clay for paper-making purposes, and not with pottery clay.

The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

DECORATIVE ART TILE CO. (Mary Eliza Salmon, Wm. Wallace Wardle, and Wm. Parrish), Bryan-street, Hanley, tile manufacturers and decorators. May 5, by mutual consent of said M. E. Salmon and W. W. Wardle, and by notice to said W. Parrish. Debts by M. E. Salmon. (May 8.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

BLACK HILL BRICK AND TERRA COTTA CO., LTD. Meeting, Richard Jackson & Son's, 6, High-street, Chorley, solicitors, May 30 at 3.15, for the account of the winding up.

DELLA ROBBIA POTTERY AND MARBLE CO., LTD. Resolved May 9: That the company be wound up. S. B. Simmons, 26, North John-street, Liverpool, C.A., liqr.

STOKE-ON-TRENT POTTERY CO., LTD. Resolved April 19: That the company be wound up. R. E. Clark, Hanley, C.A., liqr.

Notice of Dividend.

WILKINSON THOMAS A., 117, Oxford-lane, Warrington, glass dealer. First and final, of 4s. 3⅞d., at O.R.'s, Manchester.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.

** These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.—EDS. P. G.)

BEVAN TOM B., dealer in china, &c., 158, 160, and 174, Chepstow-road, Newport. The following are creditors:—Beckmann & Co., London, £12; Faudels, London, £73; J. Lang & Co., London, £16; Franklyn, Davey & Co., Bristol, £27; S. J. Kepple, Bristol, £14; W. D. & H. O. Wills, Bristol, £36: T. C. Wild, Burslem, £11; Cowley & Sons, Cardiff, £33; Davies & Sons, Chester, £19; Ogdens, Ltd., Liverpool, £40; Franks & Co., Newport, £32; Hewertson & Co., Newport, £12; Joyce & Co., Ltd., Newport, £43; Grimwades, Ltd., Stoke-on-Trent, £17; Hancock & Sons, Stoke-on-Trent, £12, Cash creditors: J. Lomas, Abergavenny, £150; J. Brown, Cardiff, £40; Trading and Finance Corporation, Ltd., Cardiff, £30; S. G. Tanner, Ilfracombe, £15; bankers' claims, £58.

COCKLE WM. CHARLES, 79, Uxbridge-road, Hanwell, china and glass and household storesman. Comp. of 5s. in the £, by four equal instalments, at 3, 6, 9, and 12 months from April 27, 1906; secured by an assignment upon trust, &c. Dated, May 3. Filed, May 10. Liabilities unsecured, £560 15s. 2d. Property, after deducting secured claims, £147. Tr., Ebenezer H. Hawkins, 3, Barbican, E.C., C.A. Secured creditors, £50.

COX JAMES G. (trading as James Cox, jun.), glass and china merchant, 2, Royal-parade, West Croydon. The following are creditors:—Cama, Mcola & Co., London, £29; J. A. Cox, London, £307; J. Murray & Co., London, £15; Gilbert & Co., London; £41; Dornberger & Co., London, £14; Johnson & Jorgenson, Ltd., £23; Elliott & Mansell, London, £15; Price, Marians & Co., Ltd., London, £19; De Grelle, Houdret & Co., London, £21; Villeray & Bock, London, £14; C. T. Price & Sons, London, £16; Hunter Bros., London, £17; Christian Nestle, London, £28; C. T. Nutting, London, £11: Lepersome & Co., London, £13; Ernest Syer, London, £10; S. Henderson, London, £30; H. J. Wilkinson, Ltd., Burslem, £16; Peacock & Sons, Castleford, £32; — Goldsmith, Croydon, £10; T. Hughes, Fenton, £10; J. Fenton & Sons, Ltd., Sheffield, £15; Grimwades, Ltd., Stoke-on-Trent, £11.

GRANGE DAWSON, 64, Main-street, and Gill-place, Brampton, glass, china, and general dealer. Dated, April 25. Filed, April 26. Liabilities unsecured, £257 4s. 5d. Property, after deducting secured claims, £200. Tr., Thomas Pattinson, Bank-house, Brampton. The following are creditors:—Brown & Steventon, Burslem, £10; Burgess & Leigh, Burslem, £24; Hayton & Son, Carlisle, £18; Consolidated Petroleum Co., Ltd., Eccles, £19; Nautilus Porcelain Co., Glasgow, £10; Thomas Carrick, Harrogate, £16; William Hudson & Co., Longton, £14; R. F. Brett, Newcastle-on-Tyne, £11; E. & F. Turnbull, Ltd., Newcastle-on-Tyne, £16; Young's Paraffin Oil Co., Ltd., Newcastle-on-Tyne, £20.

Re-Assignment.

Re BUCK JOHN (by Trustee), St. George's Hall, and 13, Market-place, and 3 and 4, Marine-arcade, all Great Yarmouth, and 85, High-street, Lowestoft, and residing at Dene-lodge, Dene-side, Great Yarmouth, china, glass, and earthenware merchant. Re-assignment to debtor by trustee of property comprised in a deed of arrangement dated June 1 and filed June 6, 1904, the terms contained therein having been complied with. Dated, April 17. Filed, April 15.

Bankruptcy Proceedings.

HARTWELL WALTER, 49, Worcester-street, Kidderminster, china and earthenware dealer. R.O., May 14. First meeting, O.R.'s, Dudley, May 30. Exam., Town-hall, Kidderminster, June 11 at 2.15 Adj., May 14.

JONES ERNEST ENOCH, china dealer, &c., 38, Cobden-street, Blakenhall, Wolverhampton. R.O., April 25. Adj., April 25. First meeting, O.R.'s, Wolverhampton, May 15. The public examination of this debtor was held last week at the County-court, Wolverhampton, before the Registrar, Mr. Kettle. Debtor stated, in reply to the Official Receiver, that he had been aware he was in financial difficulties for some time. He had given a mortgage to his principal creditor, to whom he was indebted to the extent of about £200. An adjournment was ordered.

PHILIPSON WM. THOMAS, 37, Market-street, Cleethorpes, ironmonger, glass, china, and fancy goods dealer. Adj., April 7. (Amended notice.)

SCHAEFFER FREDERICK (trading as Frederick Schaeffer & Co.), china and pottery, &c., exporter and merchant, 118, Queen Victoria-street, E.C. This estate is being administered in bankruptcy, Mr. E. H. Hawkins, incorporated accountant, 3, Barbican, E.C., acting as trustee, with the assistance of a committee of inspection; and the bankrupt has now filed a statement of affairs. It shows liabilities £16,307 14s., of which £13,193 11s. are returned as unsecured, £860 as fully secured, £1,830 as partly secured (the security being valued at £352), £421 as liabilities on bills, not expected to rank, and £3 3s. as preferential, making a ranking indebtedness of £14,671 11s. The assets, which are estimated to produce a net sum of £421 11s. 7d., consist of cash £15, good book debts £397 6s. 8d., bad £1,287 16s., and doubtful £32 3s. 9d., valued at £12 7s. 4d. A deficiency of £14,249 19s. 5d. is accordingly disclosed, and the bankrupt accounts for it and also for a sum of £770 (representing a profit in carrying on business since March 20, 1903) as follows:—Excess of liabilities over assets on March 20, 1903 (estimated), £10,505 4s. 8d.; household, personal, and medical expenses of himself, wife, and seven children, £1,796 13s. 8d.; interest on loans and discounts, £1,347; premiums on policies, £219; amount paid on behalf of another person, who failed, £305 5s. 2d.; and bad debts, £546 16s. 1d. Appended is a list of the principal creditors:—John Allen, Upper Thames-street, E.C., £17 18s. 7d.; Abrahams & Co., St. Mary Axe, E.C., £40 7s. 6d.; D. Angus & Co., Paul-street, E.C., £19 6s.; A. Ackermann & Co., Regent-street, W., £19 18s. 4d.; Ammont & Co., Carlisle-street, W., £11 9s. 6d.; Best & Lloyd, Birmingham, £16 11s. 10d.; J. Bebjamman & Sons, Pentonville-road, N., £113 10s.; Boardman, Glossop & Co., Sheffield, £57 17s. 6d.; Brand & Sons, Hoxton-square, N., £34 2s. 3d.; T. Batson & Sons, Brewer-street, W., £34 4s.; W. T. Bell, Castle-street East, W., £20 2s.; Carl Bierling, Geya, Germany, £456 10s.; Chapman & Sons, Aldersgate-street, E.C., £14 10s.; Cassey & Hunter, Bread-street, E.C., £41 0s. 8d.; W. Comyns & Sons, Beak-street, W., £81 14s. 9d.; Cohen & Charles, Thavies-inn, E.C., £206 0s. 7d.; Copenhagen China Company, Old Bond-street, W., £40; Clark Manufacturing Co., Fenchurch-street, E.C., £28; De La Rue & Co., Bunhill-row, E.C., £40; T. Deakin & Sons, Sheffield, £32 0s. 11d.; Daniel & Arter, Birmingham, £38 12s. 11d.; — Dourdeswell, New Bond-street, W., £14 5s.; W. Devenport, Birmingham, £77 7s. 7d.; A. Frankau & Co., Queen Victoria-street, E.C, £14 15s. 5d.; S. M. Frank, Camomile-street, E.C., £22 8s.; G. Glanfield & Sons, Bethnal Green-road, E., £25 19s. 8d.; Grey & Co., Market-place, W., £14 12s.; B. T. Greening, Hatton-garden, E.C., £15 6s. 11d.; G. Green & Co., Birmingham, £15 15s. 1d.; Gooden & Fox, Pall Mall, S.W., £30; Huken & Heath, Charterhouse-street, E.C., £176 10s. 9d.; Harris & Son, Hatton-garden, E.C., £36 10s. 1d.; W. T. Hornby, Heddon-street, W., £72 8s. 6d.; H. Howell & Co., Old-street, E.C., £45 7s. 3d.; Hutton & Lousli, Farringdon-road, E.C., £37 15s. 2d.; Haseler Bros., Birmingham, £45 2s. 11d.; Samuel Hall & Co., Birmingham, £19 3s. 8d.; Harrison & Houson, Sheffield, £18 12s.; G. H. James & Co., Old Bailey, E.C., £144 6s. 7d.; Johnson, Durban & Co., Birmingham, £51 7s. 6d.; Kuhn & Co., Shaftesbury-avenue, W., £21 4s. 10d.; Kahn & Co., St. Andrew-str et, E.C., £31 0s. 9d.; Linoleum Company, Old Bailey, E.C., £25 12s. 2d.; Marrion & Co., Soho-square, W.C., £43 4s. 7d.; Mintons, Farringdon-avenue, E.C., £48 10s. 6d.; Mojon Manger, Bartlett's-buildings, E.C., £107 0s. 4d.; Martin, Hull & Co., Ely-place, E.C., £73 4s. 9d.; Mendoza & Co., New Bond-street, W., £15 4s. 6d.; Nautilus Porcelain Company, Glasgow, £15 19s. 6d.; Norton & White, Birmingham,

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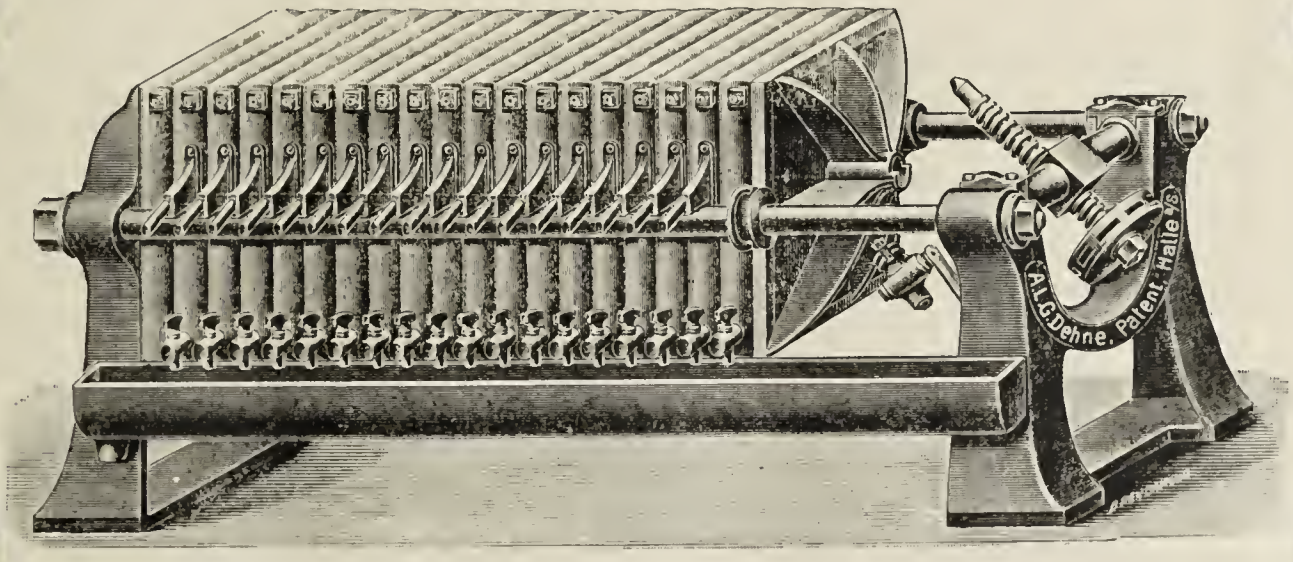
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Solon Marc F., tile works manager, Stoke-on-Trent. The bankrupt appeared before the Registrar at Stoke-on-Trent on May 1 for his public examination. In reply to the Official Reeeiver, the debtor said that from May, 1902, to May, 1905, he was manager to Messrs. Minton, Hollins & Co., tile manufacturers, Stoke, at a salary of £300 a year and 5 per cent. commission on net profits. In May, 1905, he recoived notice terminating his engagement, and he brought an action against the firm claiming damages for wrongful dismissal. The action was tried at the Birmingham Assizes, and judgment given in his favour for £450 and costs. The defendants appealed, however, with the result that the appeal was allowed, and an order made for the judgment to be set aside, and in place thereof judgment entered for the defendants with costs. His failure was due to those legal proceedings. The debtor was examined minutely as to his sale of household furniture to his father for £100. He said that there was no written evidence of the alleged salc. The money was expended in the litigation. He had no offer to make to his creditors. He was now seeretary and manager to the Tamworth Encaustie Tile Company at a salary of £100 a year. Praetically all the shares in the company belonged to the members of his family, but he had no interest in it whatever. The examination was closed.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

Colouring Pottery, No. 11,008.—S. O. Cowper-Coles. An improved process for colouring pottery. May 11, 1906.

Drinking Bottles, No. 9,484.—A. Hübner. Improvements in or relating to drinking bottles. April 23, 1906.

Drinking Trough, No. 10,573.—H. H. Monckton and H. H. Kingdon. An improved drinking trough for birds and small animals. May 5, 1906.

Drinking Vessels, No. 10,285.—A. Wegener and M. Wenke. Improvements in drinking vessels and other liquid receptaeles and in saucers or stands for the same. May 2, 1906.

Earthenware, No. 9,219.—S. Emms. An improvement for all carthenware glass and the like manufacture. April 19, 1906.

Extraction of Clay, No. 10,691.—S. Fawns and F. E. Davies. An improved process for the extraction of clay. May 7, 1906.

Flower Pots, No. 9,814.—W. Kuyk. Improvements in flower pots. April 27, 1906.

Glass, No. 8,506.—E. F. Hassart. Improvements in prismatic glass. April 9, 1906.

Glass, No. 8,888.—E. C. R. Marks (Theisen & Cie, Germany). Method of obtaining moire effeets on glass. April 12, 1906.

Glass Blowing, No. 8,572.—H. W. Lake (The Libbey Glass Company, United States). Improvements in glass blowing machines. April 10, 1906.

Glazing Kilns, No. 9,281.—F. W. Jones. Improvements in glazing and cnamelling kilns. April 19, 1906.

Jugs, &c., No. 9,555.—J. L. Garsed. Improvements in and connected with jugs, water bottles, and other vessels for eontaining liquids. April 24, 1906.

Jugs, &c., No. 9,731.—J. L. Garsed. Improvements in and connected with jugs, water bottles, and other vessels for eontaining liquids. April 26, 1906.

Lavatory Basin, No. 10,583.—G. Hyde. New or improved mouthpieees for glass works, blowpipes, and other tubes which are to be used by two or more people. May 5, 1906.

Minimising Shocks, No. 10,935.—G. Parr. Improvements in or relating to means for minimising shoeks and preventing noise of contact in connection with vessels of earthenware, metal, and the like. May 10, 1906.

Milk Horns, No. 10,537.—H. J. Aynsley and W. Illingworth Improvements in milk horns or milk tumblers. May 5, 1906.

Moulding Device, No. 10,393.—C. Geraedts, A. Blocks, jun., and W. Byvoet, A.Z. Device for moulding vessels, such as flower-pots and the like. May 3, 1906.

Mouthpieces, No. 10,584.—G. Hyde. New or improved mouthpieces for glass works, blowpipes, and other tubes which are to be used by two or more people. May 5th, 1906.

Ornamenting Drinking Vessels, No. 9,816.—A. Schreiber. An improved method of ornamenting drinking vessels, jugs, bottles, and the like. April 26, 1906.

Specifications Published.

1905.

7,333.—Robinson. Construction of boxes for holding bottles.
7,855.—Trigwell. Non-refillable bottles.
6,816.—Carl. Glass substitutes.
15,165.—Darke. Inkstand.
10,833.—Heller & Porzellanfabrik Ph. Rosenthal & Co., Akt.-Ges. Fili le Kronach. Ceramie ware.
11,046.—Green. Bottles, jars, and similar receptacles.
8,355.—Agnes Krail, Administratrix of the late C. J. Krall. Flower and like pots.

1906.

2,879.—Chambers. Apparatus for drawing class. (Date applied for under International Convention, Feb. 15, 1905).
675.—Manley. Lavatory basins, baths, and the like.
3,306.—Ardelty. Pipe moulding machines.

Designs.

475,942.—J. & M. P. Bell & Co., Ltd., Glasgow.
476,204.—J. H. Tucker & Co., Sampson-road-north, Birmingham.
476,205.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
476,206.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
476,207.—Rhodes Tile Co., Ltd., Reginald-street, Burslem
476,208.—D. F. Banbury, 41, Saltoun-road, Brixton, S.W.
476,270.—J. Lang & Sons, 16, Bury-street, E.C.
476,271.—Marsden Tiles, Ltd., Burslem.
476,352.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
476,320.—J. Place & Sons, Ltd., Darwen.
476,366.—Weiss & Biheller, 70 and 71, Chiswell-street, E.C.
476,398.—Godwin & Hewitt, Ltd., Victoria Tile Works, Hereford.
476,399.—C. Allerton & Sons, Park Works, Longton.
476,402.—C. L. Stiff, 5, Edmund-street, Birmingham.
476,448.—H. Mayer & Co., 20, St. Andrew-street, E.C.
476,018.—M. J. Adams, Scotswood-on-Tyne.
476,085.—Vereinigte Metallwaarenfabriken A.-G. vormals Haller & Co., Dresdener-strasse, 97, Berlin, S.W., 14, Germany.
475,516.—H. G. Richardson & Sons, Wordsley Glass Works, Stourbridge.
476,540.—Cauldon (Brown-Westhead, Moore & Co.), Ltd., Stoke-on-Trent.
476,866.—Adderleys, Ltd., Daisy Bank Pottery, Longton.
476,078.—J. Walsh Walsh, Birmingham.
476,986.—Clarke's Pyramid and Fairy Light Co., Ltd., Cricklewood.
477,089.—Hart & Sons, 23, Goswell-road, E.C.
477,092.—W. Ault, Swadlincote, near Burton-on-Trent.
477,205.—Booths, Ltd., Tunstall.
477,241.—A. G. H. Jones, Fenton.
477,242.—Grimwades, Ltd., Stoke-on-Trent.
477,243.—Grimwades, Ltd., Stoke-on-Trent.
477,244.—J. Davies, 19–21, Sun-street, Finsbury, E.C.
477,282.—W. T. Copeland & Sons, 3, High-street, Stoke-on-Trent.
477,281.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
477,291.—L. Zechnall (trading as A. Bösch), Bunhill-row, E.C.
477,325.—M. J. Adams, Fireclay Works, Scotswood-on-Tyne.
477,326.—T. P. Hawksley, 357, Oxford-street, W.
472,371.—Grimwades, Ltd., Stoke-on-Trent.
477,323.—A. Fraser, Main-street, West Linton, Peebleshire.

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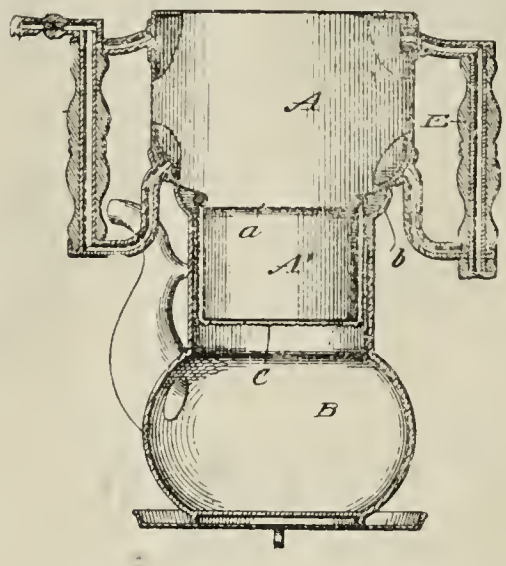
477,553.—Barkers & Kent, Ltd., Foley Pottery, Fenton.
476,881.—French Flint Glass Bottle Co., Ltd., London, E.C.
477,657.—Worcester Royal Porcelain Co., Ltd., Worcester.
477,658.—J. Whitehead & Sons, Clayton, near Bradford.
477,734.—Naylor Bros., Denby Dale, near Huddersfield.
477,735.—W. Coulthard, Ltd., 59, Northampton-street, Birmingham
477,736.—Ceramic Art Co., Ltd., Stoke-on-Trent.
477,740.—R. Hay and H. G. Nadin, Stanton, Burton-on-Trent.
477,823.—B. W. C. Botham, North-street, Brighton.
477,824.—B. W. C. Botham, North-street, Brighton.

New Foreign Patents.

United States Patents.

812,832.—E. De Camp and F. P. Caufield, Newark, N.J. Lavatory fixture.
813,248.—J. R. Speer, Pittsburg, and G. H. Harvey, Glenfield, Pa Glass-drawing apparatus.
813,289.—N. W. Hartman, Toledo, Ohio. Glass-blowing machine.
813,290.—G. H. Harvey, Glenfield, Pa. Glass-drawing machine.
813,291.—G. H. Harvey, Glenfield, Pa. Glass-drawing machine.
813,894.—J. R. Speer, Pittsburg, and G. H. Harvey, Glenfield, Pa. Manufacture of glass.
813,247.—J. R. Speer, Pittsburg, Pa. Manufacturing glass.
813,123.—J. True, Castile, N.Y. Method of making glass ornaments.
813,894.—B. Holladay, Richmond, Va. Nursery bottle.
813,794.—H. G. Hays, Pittsburg, Pa. Apparatus for forming sheet and plate glass.
814,385.—P. L. Madden and G. Pfender, Pittsburg, Pa. Cuspidor.
814,191.—W. J. Demming, Horley, England. Machine for the manufacture of glass bottles and the like.
814,631.—F. L. O. Wadsworth, Morgantown, W. Va. Manufacture of glass.
814,471.—W. T. Nicholls, Wellsburg, W. Va. Manufacture of sheet or plate glass.
814,612.—J. H. Lubbers, New Kensington, Pa. Method of making glass sheets.
814,432.—J. W. Collins, New Martinsville, W. Va. Method of fastening metal collars to lamp glasses.
814,953.—K. A. Frieseke, Atlanta Ga. Dispensing-bottle.
814,800.—A. Phillippoteaux, Rheims, France. Bottle-making device.
814,773.—H. L. Dixon and G. A. Marsh, Pittsburg, Pa. Method of feeding glass.
814,774.—H. L. Dixon and G. A. Marsh, Pittsburg, Pa. Apparatus for shearing glass.
814,925—F. E. Webster, Buffalo, N.Y. Gold-catcher for fountain-spittoons.
815,033.—J. Pawll and A. J. Nevill, Wellsburg, W. Va. Glass article.
815,037.—A. Phillippoteaux, Rheims, France. Apparatus for making glass bottles and the like.
815,180.—H. B. Koehler and C. L. Betz, Rochester, Pa. Glass press.
815,062.—W. H. Bennet, Newark, N.J. Closure for cream and milk jars or bottles.
815,398.—F. Alsip, Chicago, Ill. Clay-working machine.
815,571.—J. K. Williams, Arkon, Ohio. Machine for making continuously-formed articles from plastic material.
816,358.—W. W. McLaren, Ensley, Ala. Bottle.
816,419.—J. C. Anderson, Highland Park, Ill. Bottle.
816,091.—J. G. Henrich, London, England. Siphon-bottle.
815,954.—H. K. Gilbert, Niagara Falls, N.Y.
816,120.—H. E. Payne, Woodstock, Vt. Bottle-stopper.
815,940.—J. P. Crane, Chicago, Ill. Stopper for bottles.
816,747.—A. Sabroe, Aastrup, Germany. Clay-cleaning apparatus.
816,707.—J. Bredel, Höchst-on-the-Main, Germany. Process for the manufacture of quartz-glass from quartz-sand.
816,708.—J. Bredel, Höchst-on-the-Main, Germany. Manufacture of articles from quartz-glass.
817,181.—W. A. Miller, Boston, Mass. Self-sealing bottle.
817,576.—F. J. Mackin, San Francisco, Cal. Apparatus for moulding glass articles.
818,134.—P. Wagret, Escautpont, near Fresnes, France. Manufacture of bottles, flasks, and the like.
818,287.—E. S. Powers, Merchantville, N.J. Process of treating clay.
818,124.—K. Sakurai, San Francisco, Cal. Treating clays containing gypsum.
817,835.—J. H. Croskey, Pittsburg, Pa. Apparatus for manufacturing glass articles.
817,836.—J. H. Croskey, Pittsburg, Pa. Apparatus for manufacturing glass articles.
817,745.—A. L. Bingham, Muncie, Ind. Glass-blowing machine.
818,208.—F. L. O. Wadsworth, Morgantown, W. Va. Prism-glass.

Coffee Pot. T. B. Ferguson, Washington, D.C. (U.S. Patent.)—Claim:—In a drip-coffee pot a reversible biggin having a broad bottom and body in which the coffee is cooked, and a narrow, comparatively long neck, in which, when the biggin is turned bottom side up, the ground coffee is assembled and concentrated, a strainer covering the mouth and extending thence around and secured upon the sides of the neck, and a pot proper into which the coffee is strained from the biggin, having a neck or mouth in which the neck of the biggin is received and loosely fits, whereby the portion of the strainer which extends upon the sides, as well as that which covers the mouth of the neck, is utilised for straining, substantially as and for the purposes hereinbefore set jorth. In a drip-coffee pot of the kind described, and in combination, a reversible biggin, an air-pipe opening into the biggin at or near its bottom, and thence extending toward the mouth end of the biggin, and a vent pipe opening into the body of the biggin at or near its top, and extending thence to or nearly to the opposite end or bottom of the biggin, the outer open end of each pipe being external to the biggin, substantially as and for the purposes hereinbefore set forth. In a drip-coffee pot of the kind described, a reversible biggin and a casting secured to said biggin containing two separate air channels which, at their inner ends, communicate with opposite ends of the interior of the biggin, and thence extends to or nearly to the end of the biggin, opposite that which they respectively enter and having their outer ends external to the biggin, substantially as hereinbefore described and illustrated.



Interesting Discovery.—Some hundreds of pieces of Celtic pottery have just been discovered near Farnham, Surrey. They have not yet been classified.

A Lonely Exhibit.—One case of china was the only British exhibit at an exhibition held at Portland, Oregon, U.S.A., says a Consular report just issued by the Foreign Office.

Porcelain and Glass in Roumania.—The competition among the five manufacturers of hollow glass ware in the country, says an Austrian Consular report, has cheapened prices to such an extent as to induce the peasants to give up their drinking mugs in favour of glasses. As a result, the consumption has nearly doubled, and all the works are fully occupied. The increased quantity more than compensates for the reduced price, and the trade is in a very satisfactory condition. The only imports of hollow glass ware are the finely engraved gilt and cut ware obtained from Austria, Germany, and France. The better qualities of lamp-glasses also come from Germany and Austria, and a large increase has taken place in the importation of electric lamps and fittings, mainly from Germany. The trade during 1905 was satisfactory, payments were made regularly, and no failures occurred. Stoneware is imported from Germany; porcelain from Austria and Germany, Carlsbad ware maintaining its supremacy. Coffee cups, tea services, and table and toilet ware come from Germany, together with a good deal of fine porcelain. The Administration of Posts and Telegraphs is experimenting with glass insulators to replace porcelain for telegraph purposes, it being hoped to make them in the country, whereas the porcelain goods have to be imported.

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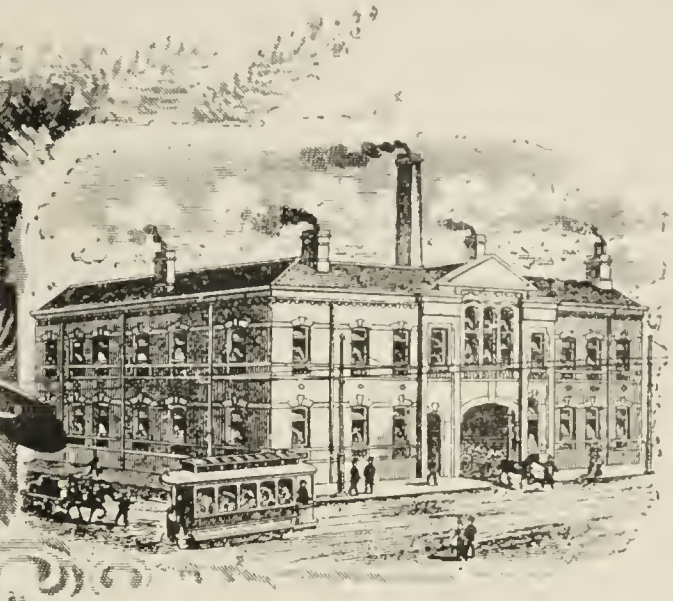
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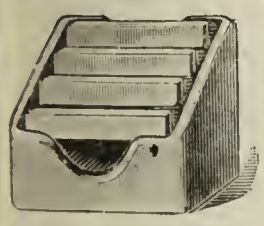
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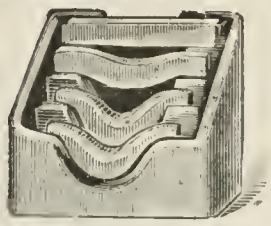


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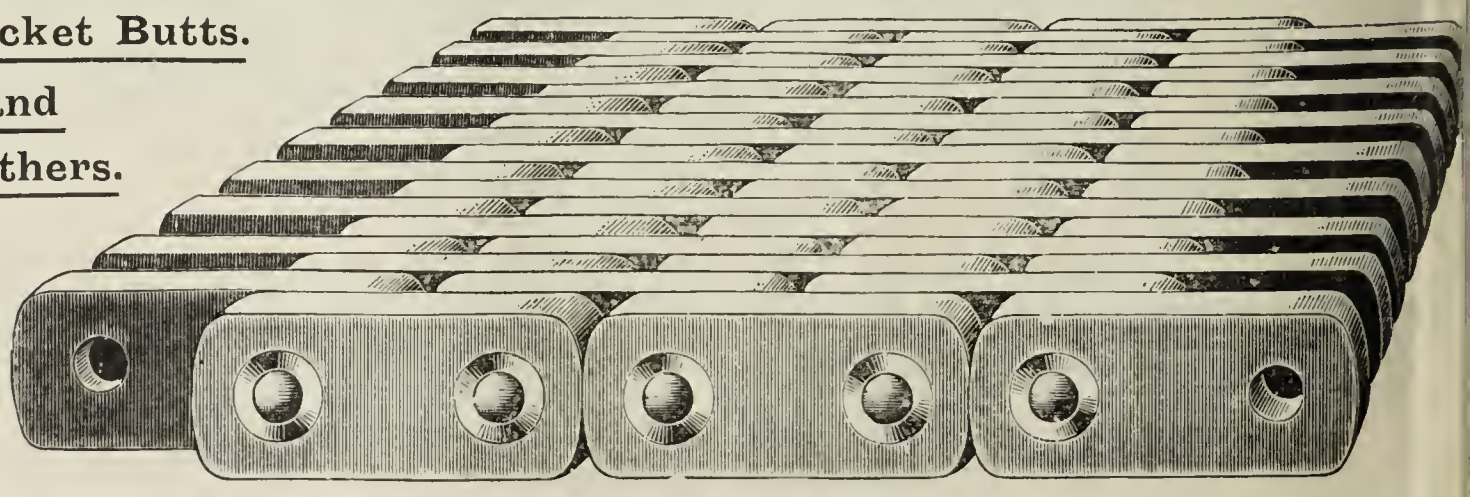
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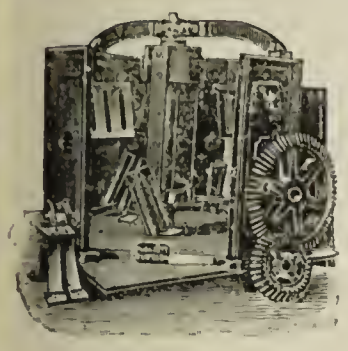
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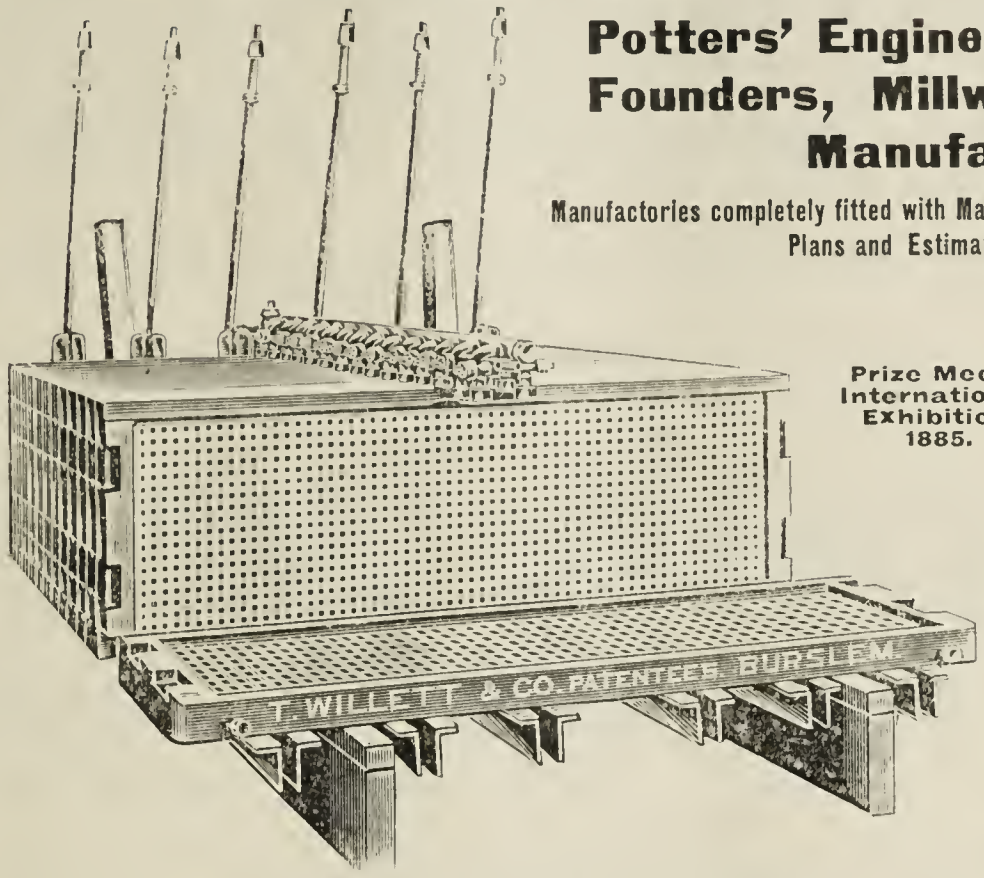
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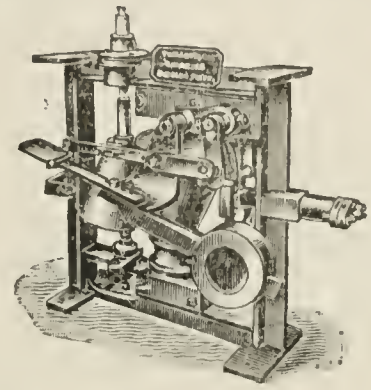


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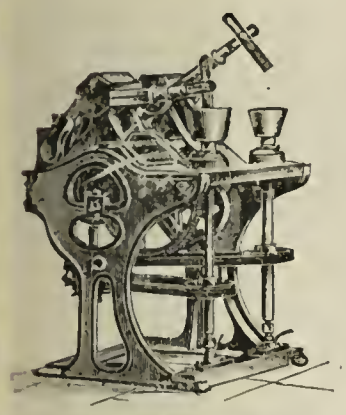


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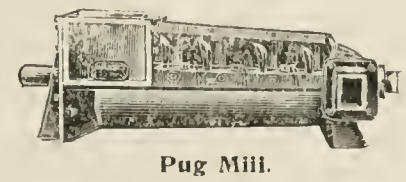
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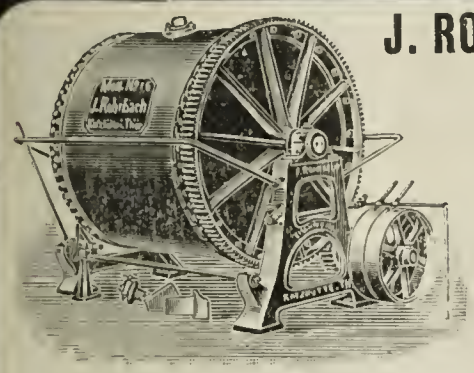
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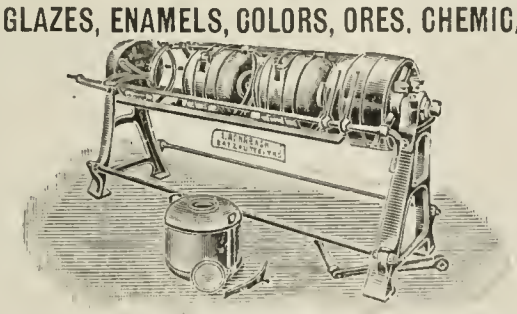
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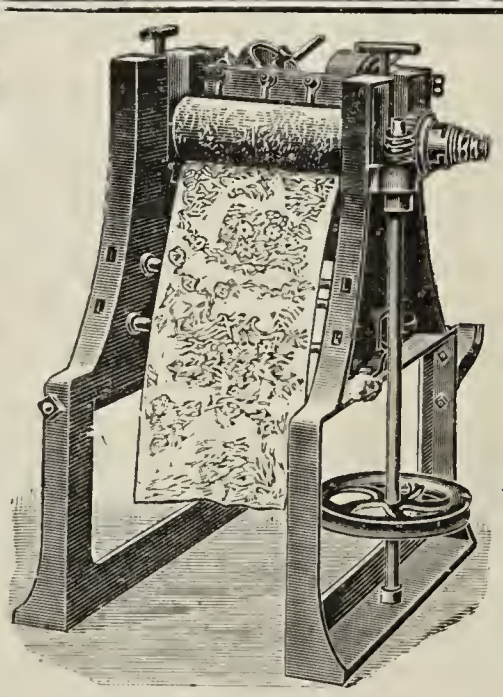


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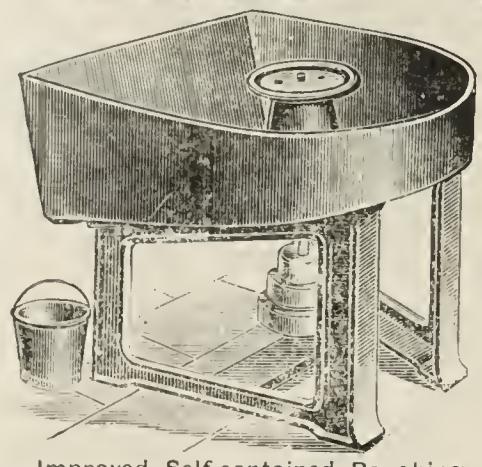
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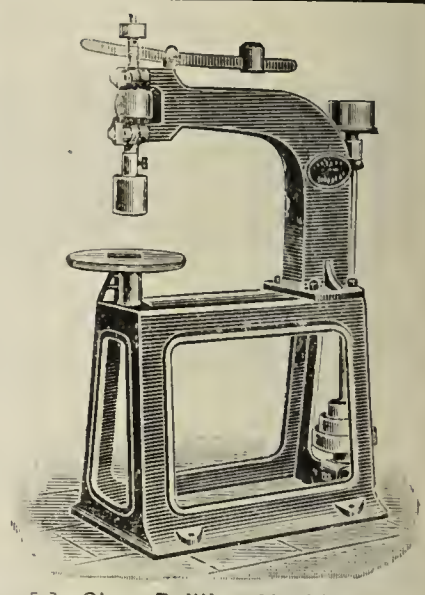
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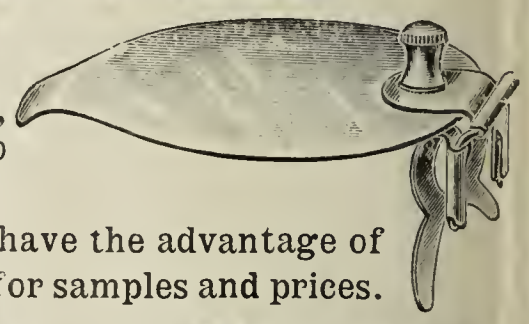
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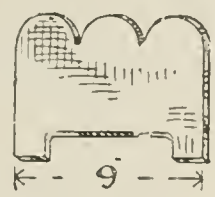
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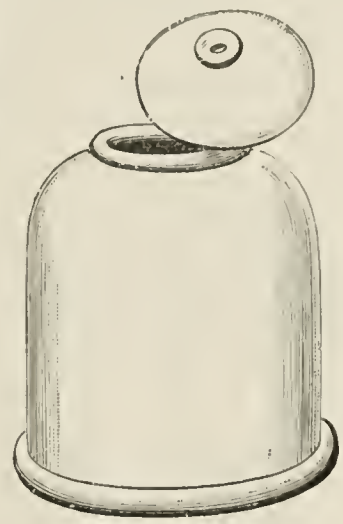
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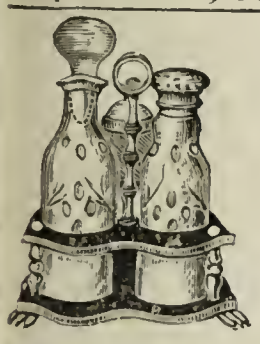
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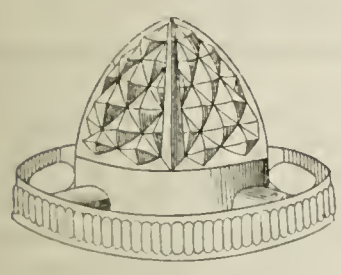
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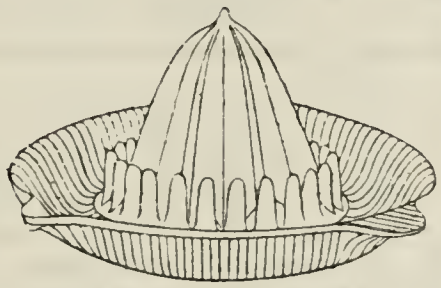
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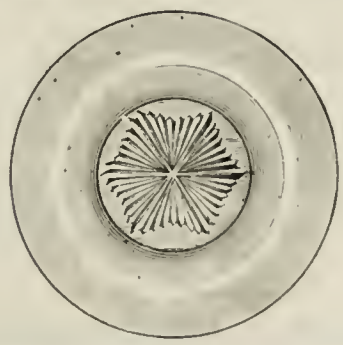
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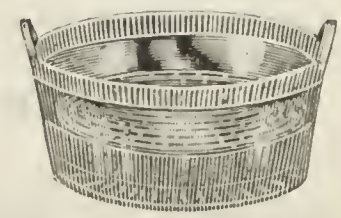
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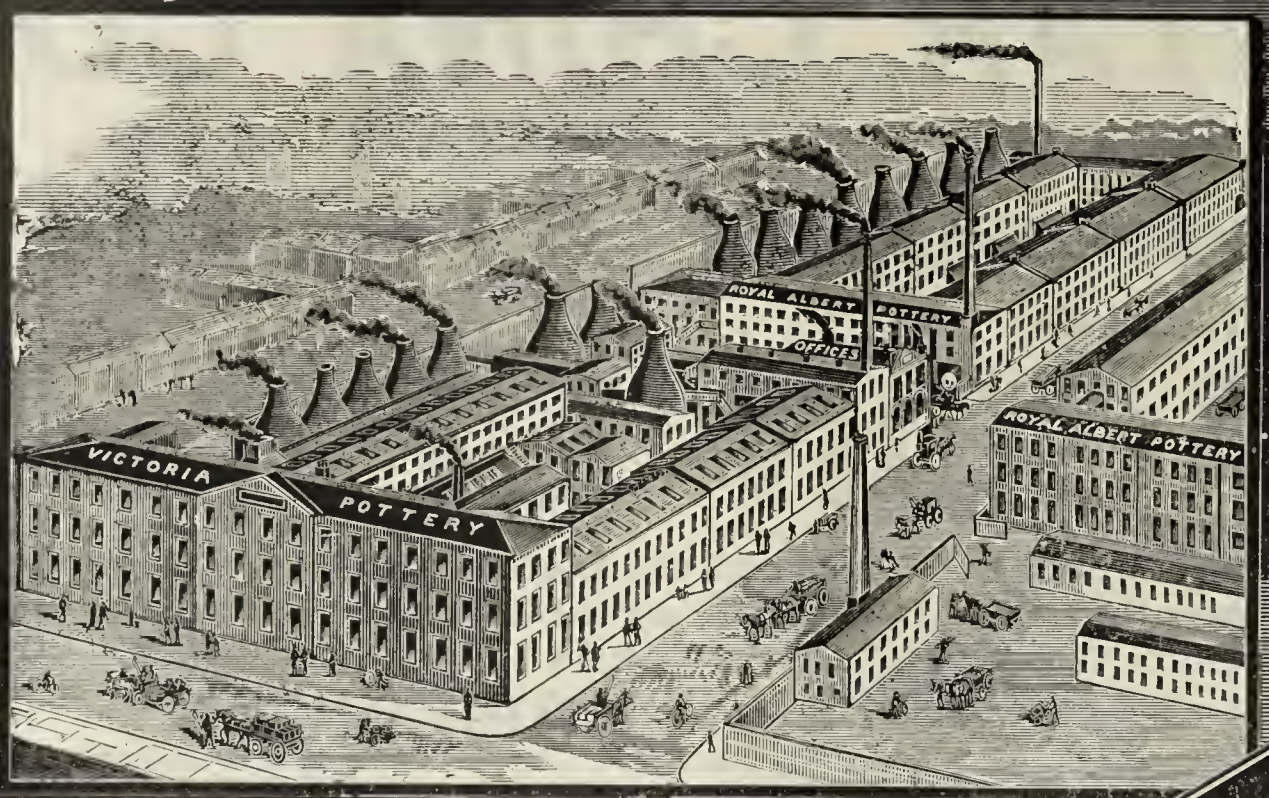
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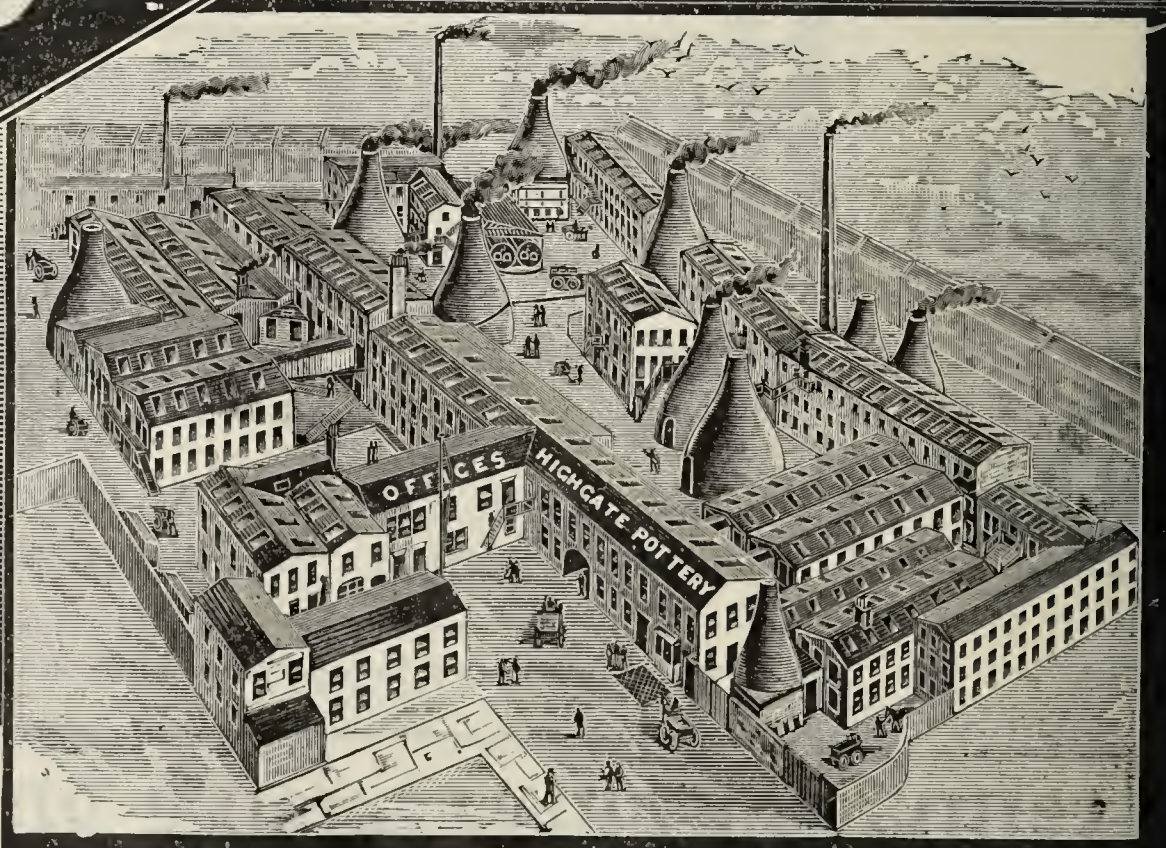
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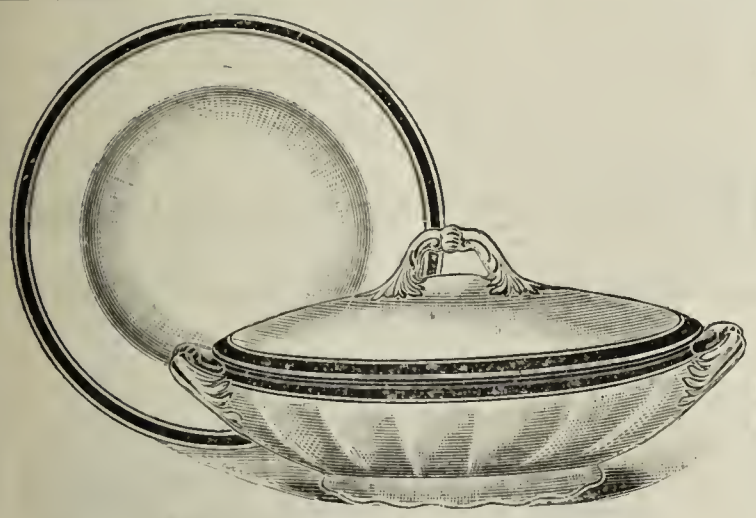
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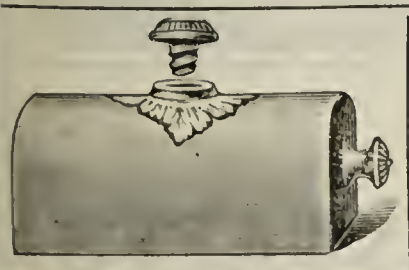
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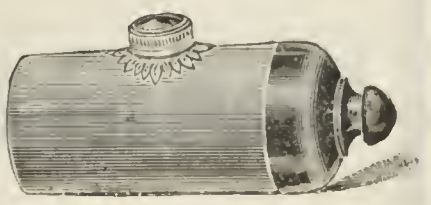
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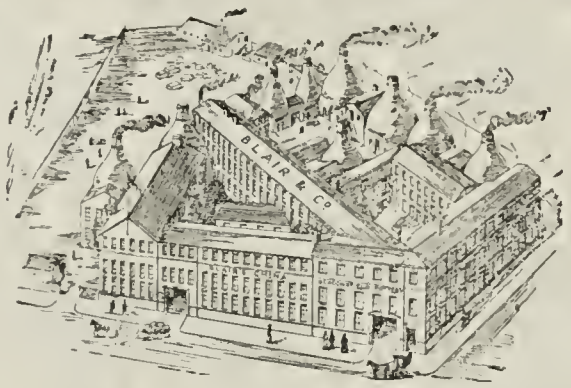


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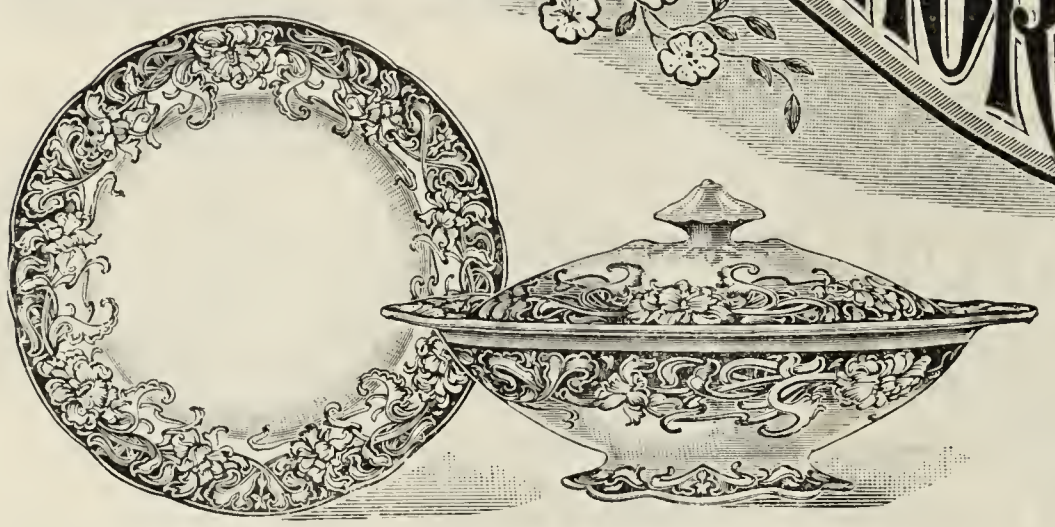
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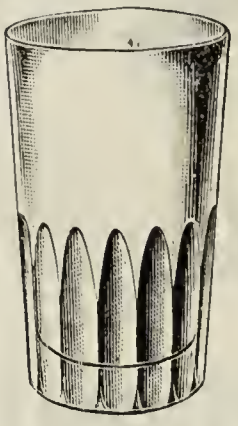


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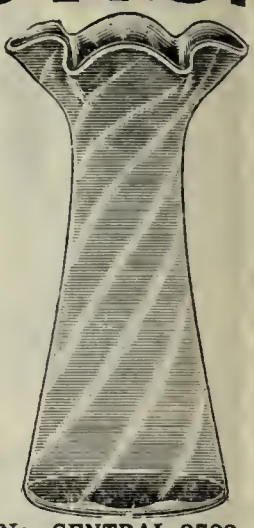
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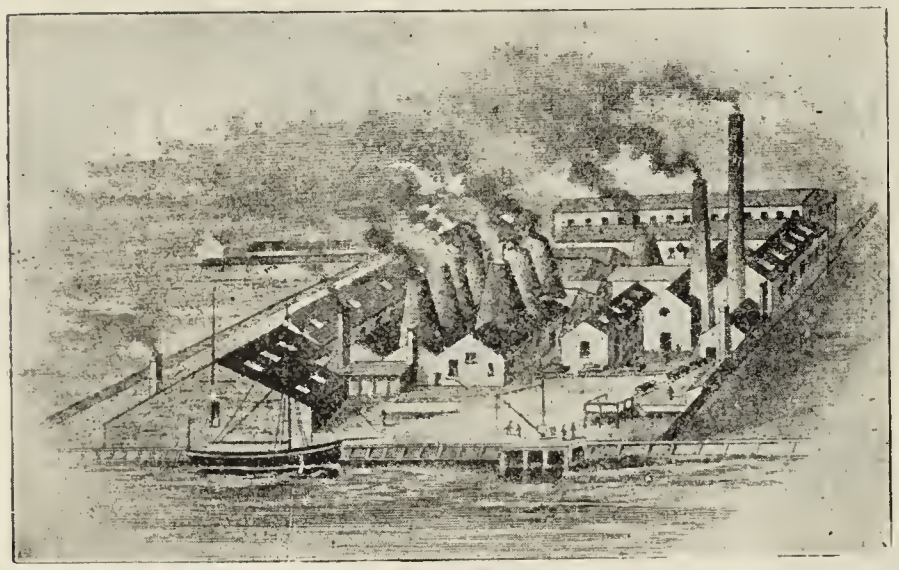
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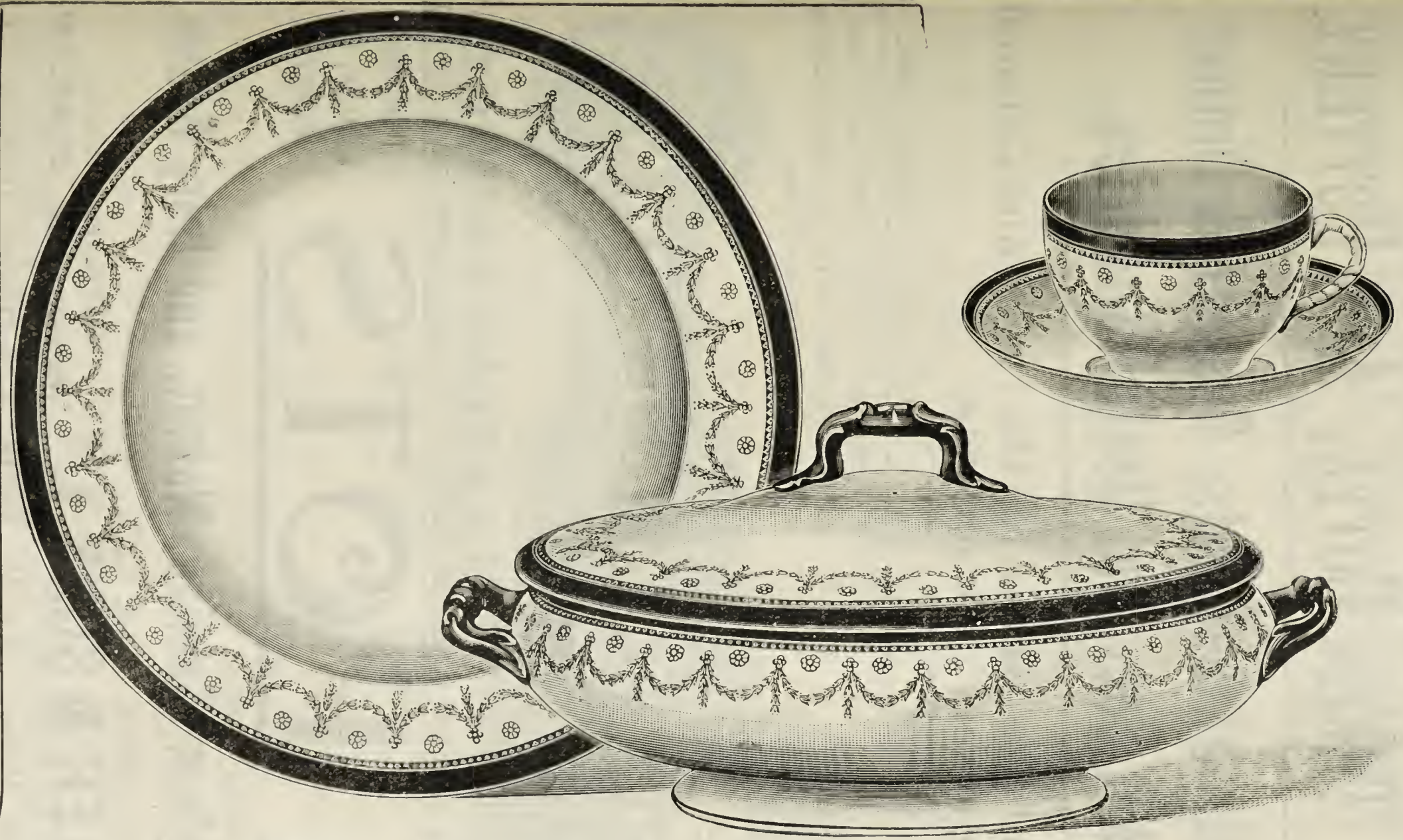
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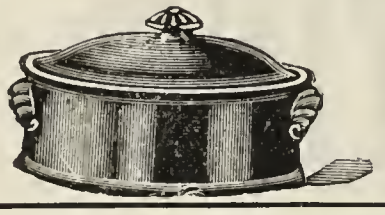
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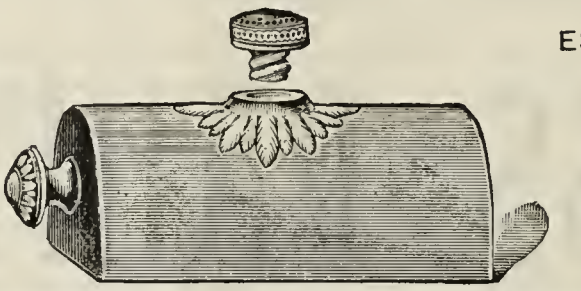
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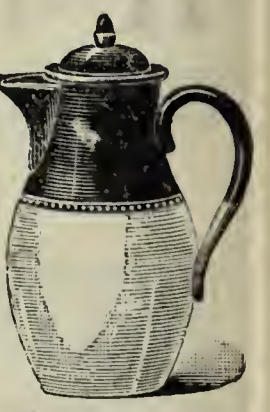






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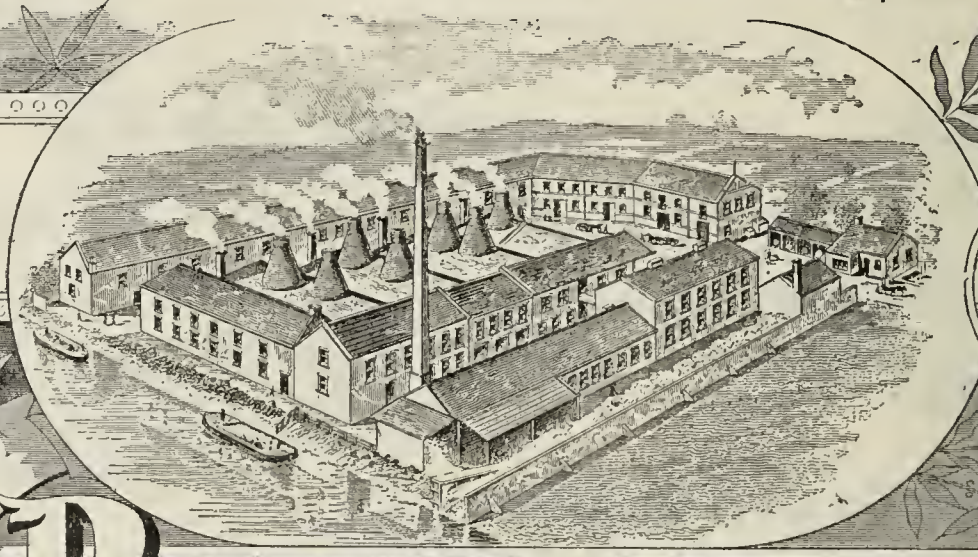
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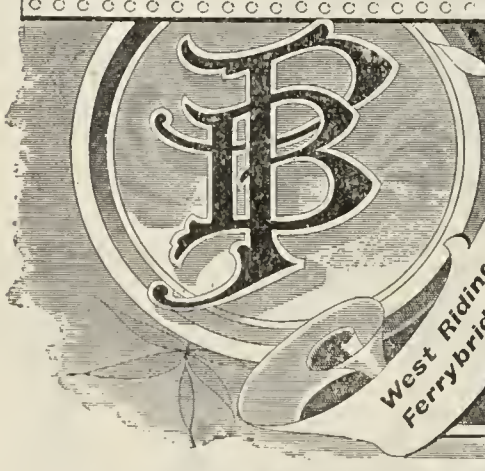
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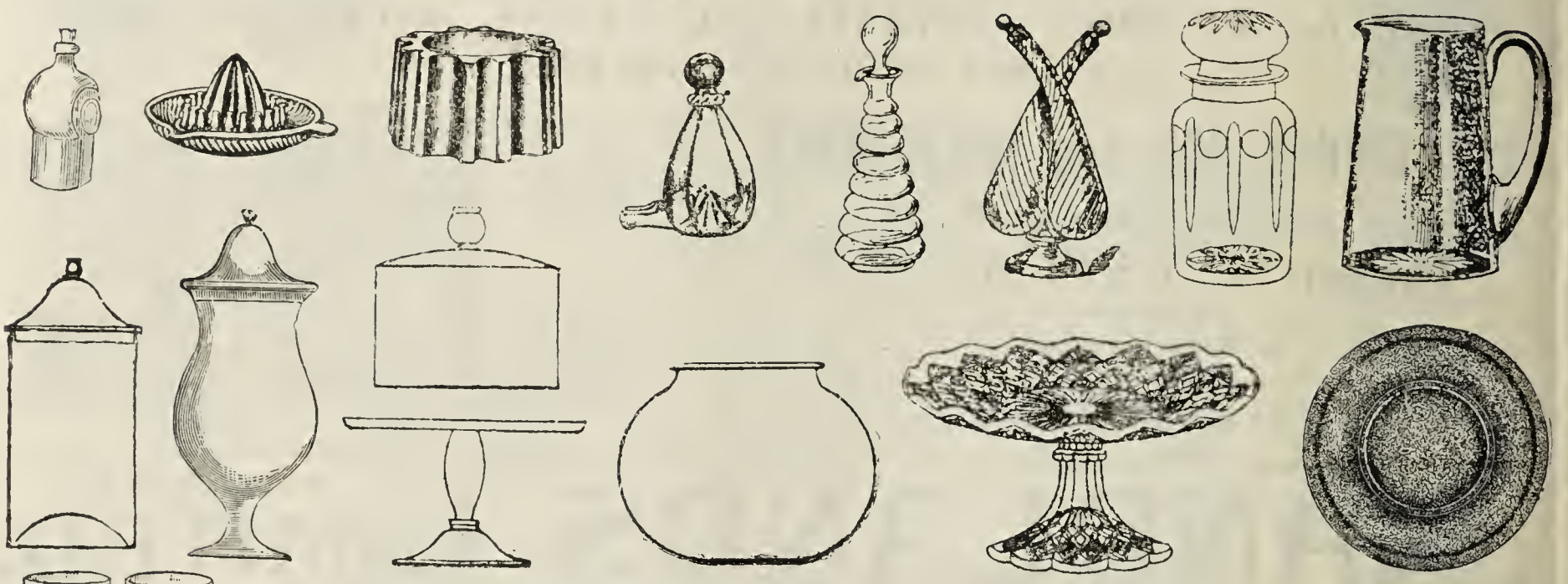


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CHAPTER IX.—The means to be adopted for lessening the smoke in our atmosphere—Temporary and partial—Permanent and partial—Permanent and complete—Future developments.

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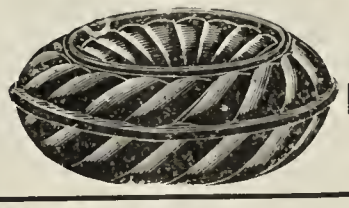
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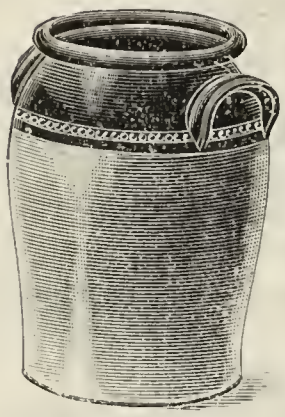




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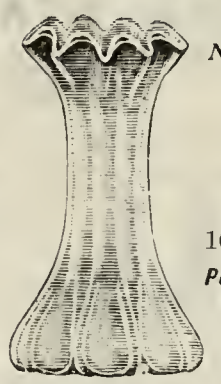


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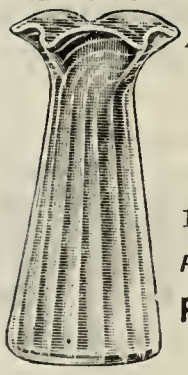
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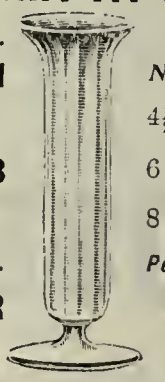
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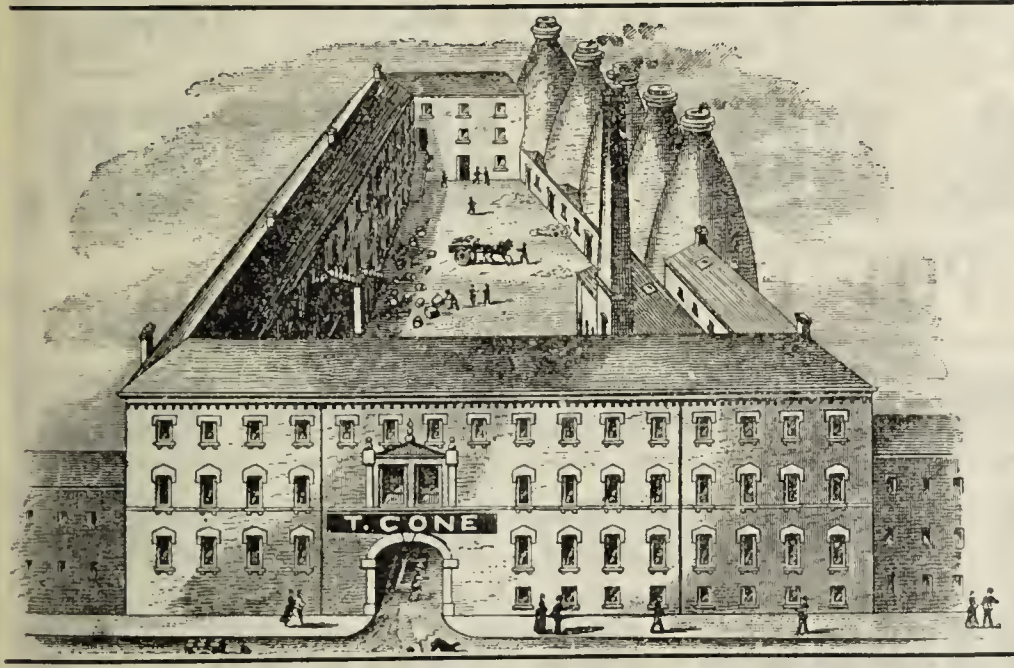
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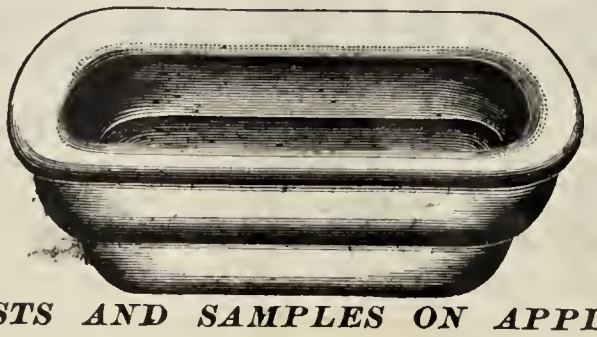
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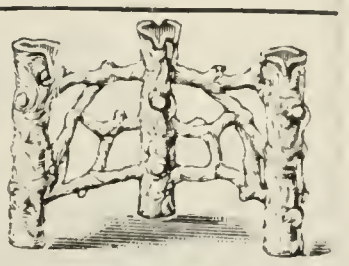
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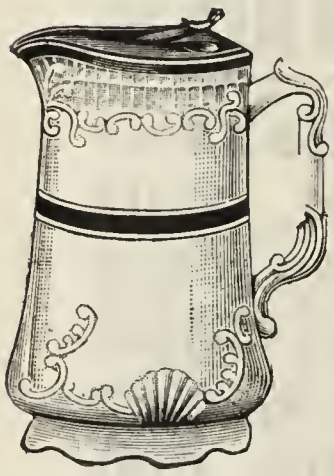
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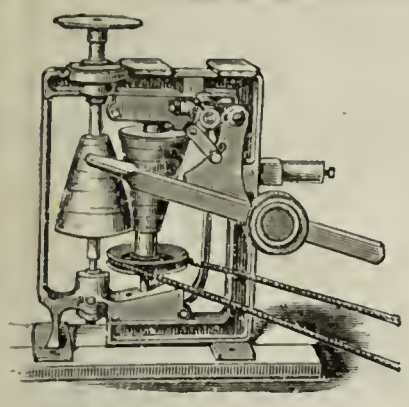




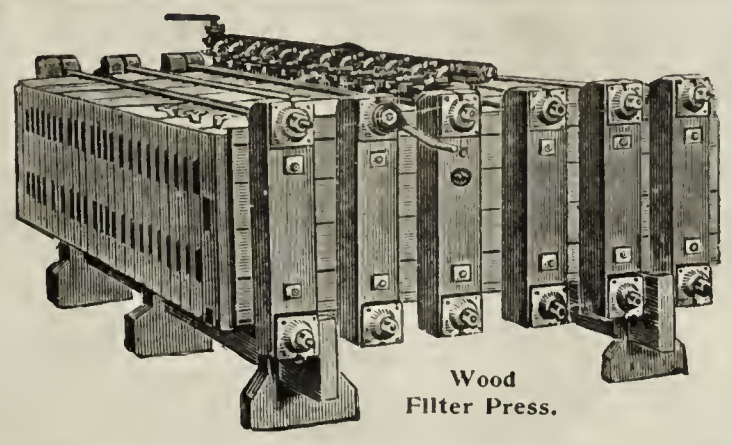


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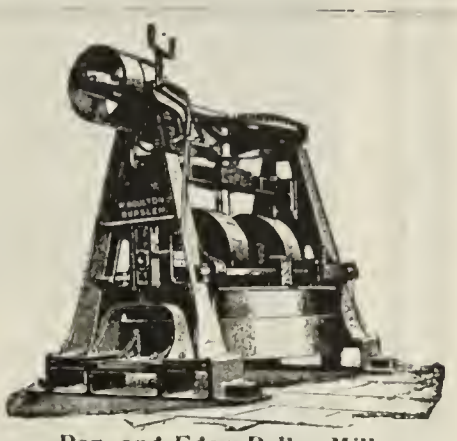
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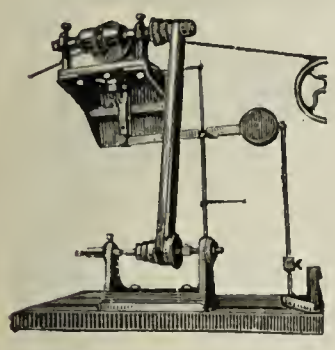
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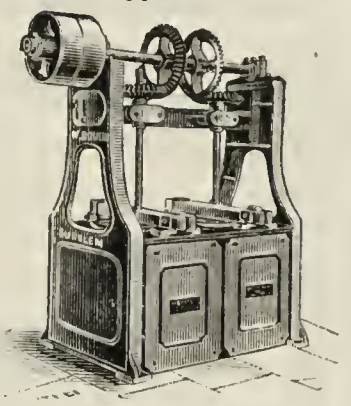


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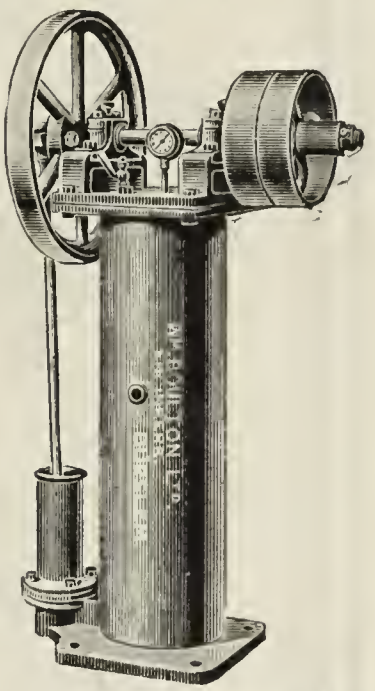
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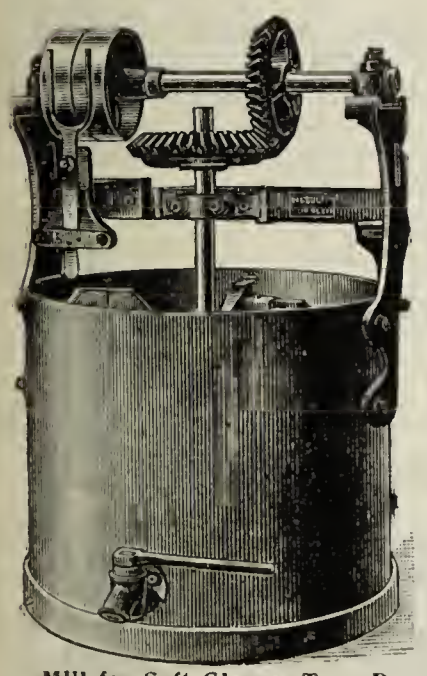
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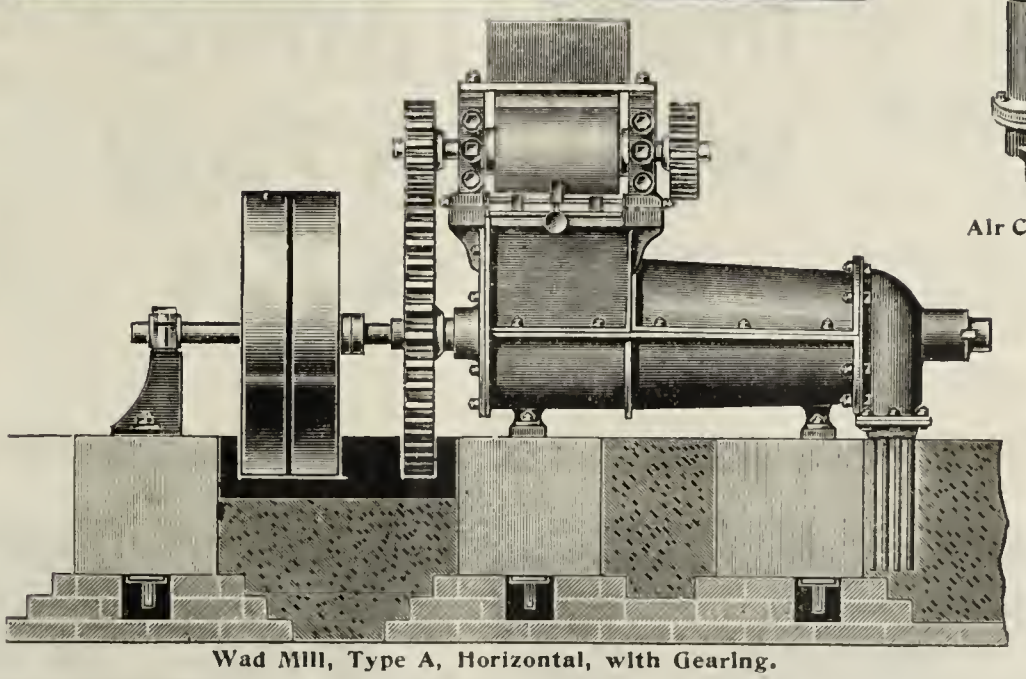
Plate-making Machine.



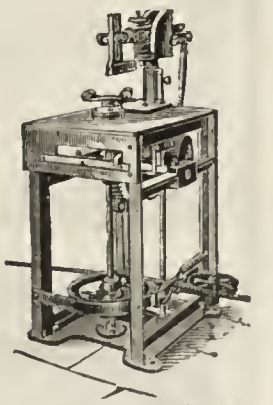
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Editorial Notes.

THE RAILWAYS AND THE TRADING PUBLIC.

AT almost every meeting or conference of traders' associations there is to be heard some complaint with regard to the practice of railway companies in the charges for carriage. This seems to indicate that there is widespread national dissatisfaction with our system of transit for goods, which urgently calls for some ameliorative measures. Of course it is obvious that the root of the trouble lies in the fact that the main object of each railway company is not to provide a suitable and economical service of transit but to earn a dividend upon its capital. That in such an important matter as national means of transit this point should ever have been allowed to occur may be regretted, but it is little use to dwell upon the disability now. The railways are in possession, and there is no immediate prospect of disturbing them. Probably the most that can now be done is to find and apply palliatives. It is well known that British internal trade—to say nothing of export business—suffers very severely from an extra cost of transit, as compared with the internal trade of other nations, which amounts to a very substantial tax. Figures have been published giving various estimates of this extra cost, and the most moderate of them indicate that Great Britain pays on her internal traffic fully 100 per cent. more than the least favoured of her competitors. If this should be translated into actual figures the total would undoubtedly appear enormous—not to say incredible. Of course it is well known that British railways have cost far more, mile for mile, than any other system in the whole world, partly in consequence of the folly of promoters and partly by reason of the greed of land-owners; but the money has been spent, and it is only fair that a reasonable dividend should be earned upon it. The fact, however, that under the present elastic system of traffic charges such a dividend can be easily earned has prevented the railway management of the country from looking keenly after economic methods, and unless something is done to disturb the complacency of directors it is certain that no relief will be afforded to trade. It is unquestionably true that the trade of the country urgently needs some relief, and the practical point is how to obtain it—in other words, how to bring such pressure upon the railways as will startle them out of lethargy and embark them upon a course of real improvement. For one thing it may be suggested that every small beginning in the way of competition should be sedulously fostered by traders throughout the country and encouraged in every possible way. Where towns are thickly planted, as in Lancashire and Yorkshire, a motor-wagon service for goods in small quantities would certainly pay if business men would take the trouble to support it. Such a project was talked of in the North of England some time ago, but it has not yet materialised; whether from want of initiative or want of capital is uncertain; if the latter, surely the people to be applied to for the money are those who would promptly receive benefit from the service, and one cannot believe that a properly constituted appeal to the innumerable small traders of the district would fail to produce the needful financial help. With

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such a scheme in existence railway rates for "smalls"—at present outrageously excessive—would very quickly be reduced; and even if not the traders would have a cheap alternative. The danger of course would lie in the financial power of the railway companies to destroy by competition the chances of the Motor Wagon Co., and possibly it is this fear which is hindering the formation of such organisations. If, however, the traders themselves subscribe the capital there will be less chance of such a denouement, since it would be doubly to their interest to enable the new companies to fight the railways. The fact is that railway transit is not eminently suited to short-distance traffic. Anyone who examines a short-distance railway rate and sees what an enormous proportion of the charge belongs to matters outside the railway haulage—covering, station terminals, cartage, &c.—will see how essentially wasteful the railway method is for all short distances. The time has come when reform, in this direction at any rate, is feasible, and it is to be hoped that it will not long be delayed.

AN INDUSTRIAL CENSUS.

THE question of a periodical industrial census has been brought before the country, and it is clearly one which should be carefully considered by traders generally, both wholesale and retail. The time has passed when it was a commonly held opinion that the less light thrown upon commercial matters the better it was for the commercial man. The spread of trade journalism during the last fifty years has proved that although certain inconveniences do undoubtedly arise from publicity, on the whole there is a net gain; and this being conceded it will only be rational to admit that general gain should result from an industrial census. It seems somewhat strange that although we know a great many details about the foreign trade of the country—its bulk, its distribution, its fluctuations—we know little, with any degree of certainty, of the home trade. Yet this latter is the trade by which the country gains its living to a very large extent; and, moreover, the home trade—like mercy—is "twice blessed." It blesses him that sells and him that buys; whereas, part of the advantage of foreign trade must necessarily remain with the foreigner. This is a consideration which needs to be borne in mind when we are reckoning the relative advantages of extra-Imperial and inter-Imperial trade; and it is particularly important when we come to consider the effects of commerce within the boundary of the four seas. An industrial census—properly taken—will teach us with certainty a good many things about our home trade which at present we can only guess at; and in course of time comparisons will be possible which will throw a light upon many very important matters. To particularise in a few instances. Had an industrial census been taken, say sixty years ago, and repeated every five or seven years, we should have seen more clearly, and perhaps in time to have avoided, the untoward result—that the aniline colour business was being taken away from us, and transferred to a foreign nation. It is quite possible that a clearer vision of what was going on would have induced legislation with regard to patents and industrial alcohol, which might easily have resulted in the salvation of a remarkably profitable business. But we were practically in the dark as to the processes which were developing, and no public agitation was possible. Indeed in almost every trade there have been side issues of this kind, which have been covered up for lack of exact information as to the progress and direction of commerce within our own borders. One special instance, in the iron trade, in connection with the valuable discovery of Messrs. Thomas & Gilchrist, may perhaps be referred to here. From these considerations it seems clear that traders and manufacturers all over the kingdom would be wise to encourage the Government in its idea of an industrial census, and that they should be willing to supply all the information required to make up a comprehensive and instructive census of trades. Some years must necessarily pass before we can expect to obtain any serious benefits; but a beginning will have been made, and the advantage of clearer knowledge will, in the end, tell effectively upon our commercial progress.

"LEADLESS GLAZE" AGAIN.

THE pottery trade seems to be fated to be periodically disturbed by the interference of no doubt sincere, but none the less injudicious and mistaken wouldbe philanthropists. For some years these busybodies harassed manufacturers by urging the Government to prohibit the use of lead entirely in the glazing of pottery. They were so successful in influencing one of the Home Office experts as to cause him to include in a number of Special Rules one reducing the quantity of lead so as to obtain a very low state of solubility. The rule was made limiting manufacturers to the use of 2 per cent. of soluble lead in their glazes. The manufacturers appealed against this rule as impracticable, and the question was submitted to arbitration before Lord James. Manufacturer after manufacturer gave evidence that he could not possibly carry on his works if he was restricted to that limit, and one of them said plainly he required from 40 to 50 per cent. of soluble lead for some of his processes. Ultimately, counsel representing the Home Office made the astounding statement that the Home Office issued that rule knowing and admitting that it was not capable of being carried out by manufacturers. Manufacturers explained the precautions they were taking to protect their workpeople, and voluntarily joined in a scheme of insurance to compensate those who, in spite of all efforts to avoid it, should suffer from working in lead. This satisfied Lord James and satisfied the workers. Manufacturers now contribute to the insurance fund, according to the percentage of lead they use in their processes. Those few who do not use lead do not contribute to the insurance fund in such large proportion. Of course, our readers are as familiar with these facts as we are, but we have taken the trouble to recapitulate them for the information of the "Christian Social Union Research Committee," who are writing to the Press urging the public to buy nothing but leadless glazed pottery. The Committee last May issued a "revised list—compiled after careful personal inquiry—of china dealers who stock leadless glazed ware." We have that list before us now. It contains the names of thirty-three dealers in the London district, and the names of forty towns in the provinces where leadless glazed goods may be obtained. Appended to many of the names are the words "small stock," and against many others, the words "fireproof china." The last-named is foreign made. This looks like a gratuitous advertisement of these dealers. Whether that was the intention of the Committee or not it will be the effect of their circular. But what shall we say of a leaflet circulated by the Women's Trade Union League? That is an advertisement on the face of it! At the foot of the circular (which makes sensational allusion to lead poisoning among pottery workers), a note says, "If attempts to procure them" (i.e., leadless glazed goods) "at the usual shops fail, orders for any class of goods may be given through Messrs. —— (name and London address given) who are exhibiting leadless pottery." The value of this advertisement is enhanced by the fact that the circular was accompanied by a communication from

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Trade Mark for Semi-Porcelain.

CROWN · SEMI·PORCELAIN · W. ADAMS & Co. · ENGLAND
Trade Mark for Crown Semi-Porcelain.

ADAMS
ESTBD 1657
TUNSTALL
ENGLAND
Trade Mark for Jasper.

ESTABD WM ADAMS & Co 1657
TRADE MARK.
Trade Mark for White Granite.

Canon Scott-Holland, urging readers to buy leadless-glazed ware. One more point—this also for the Christian Social Union and the public. What guarantee have purchasers that the ware they buy is not lead glazed? Some time ago we saw in a shop the announcement: "All this pottery is leadless glazed." (The words may not be exact but that was the statement made.) We knew that some of the pieces were lead glazed, because the makers of them use lead in all their glazes. If a man labels margarine "butter" an inspector finds him out and he is fined; the same if another man sells a mixture of coffee and chicory and labels it "coffee." If a goldsmith sells chains marked "gold," and they are imitation gold, he is soon found out by an inspector and punished. In these cases the public is protected against fraud; but in the case of pottery there is no inspector whose duty it is to take notice of any case in which pottery is falsely described, for purposes of sale, as leadless glazed pottery. There ought to be, for the protection of the imperfectly informed people who ask to be supplied with leadless glaze.

There is, however, another aspect of the subject:—How is it that, of all the industrial users of lead, pottery manufacturers alone are harassed by the hostility of these misinformed philanthropists? In the coach-making industry, for instance, there were sixteen more cases of lead-poisoning reported in the five months ending May 31 this year than in the same period last year. In other industries there were nineteen more reported cases this year than last, and yet no one takes any notice of these.

THE POTTERY AND GLASS TRADES' BENEVOLENT INSTITUTION.

THE Institution this year reaches its twenty-fifth anniversary. Institutions are like men in this respect, that increasing years bring increased responsibilities. The Board of Management evidently realise fully that they have undertaken a serious responsibility, and it is desirable that not only members of the Institution, but all members of the trade should understand this responsibility, and do something to assist in meeting it. The Institution was founded a quarter of a century ago to relieve the necessities of members in distress, and of widows of members, by granting them annuities. There are at the present time twenty-four annuitants on the books, and the Board have approved five additional applications for annuities—two from members and three from widows of members. The amount expended last year in annuities was £415 18s. 4d., bringing up the total disbursed since the foundation of the Institution to £5,445 17s. 8d. By the constitution of the Institution, all donations are invested in the names of the trustees, and the income derived from such investments, with the subscriptions, form the source from which annuities are paid. The Board regret that the sum at their command will not admit of the payment of annuities to all the five new applicants, and they propose, therefore, to grant annuities to two of them. A meeting has been called for the 20th inst., at which it will be the duty of the donors and members to elect two out of the five applicants as annuitants. Full particulars of the circumstances of each applicant, with voting papers and instructions as to the method of voting, have been sent to each person entitled to vote. Members are reminded that they cannot vote if their subscriptions for the current year are not paid. Members of the trade who are not members of the Institution will be entitled to vote for candidates at this election provided they join the Institution and pay their subscription before the date of the election.

Mr. R. P. Copeland, the President of the Institution, has issued a personal appeal to members of the trade, asking them to commemorate the 25th anniversary of the Institution by donations and subscriptions, so as to increase the funds available for the payment of annuities. In his letter, Mr. Copeland particularly requests employers to explain to their employees the advantages of membership. The real strength of Institutions like this is in the number of members. It is hoped that increased efforts will be made to induce young persons of both sexes connected with the trade to become members of the Institution.

Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

EARLY CLOSING OF GLASS AND CHINA SHOPS.

TO THE EDITORS OF THE "POTTERY GAZETTE."

DEAR SIRS,—I have read with interest your remarks on this question, and especially those referring to the compulsory closing of all shops at noon on a fixed day of the week. Have you thought how this would affect traders in holiday resorts, where a large part of the business is done during three or four months out of the year. The more business is confined to a short period of the year, the more hard would such a system be. For the sake of argument and illustration, suppose a man's trade were done entirely in four months or one-third of a year, it is evident that a half-day holiday to him would be equal to a day and a-half to an all-year-round dealer with an equal turnover. Added to this, much of the trade done by a dealer of this kind is with day excursionists, who cannot come another day if they find the shop is closed. It will be difficult to make a compulsory system which will not fall unduly hard on some, and they, in many cases, just the people who are least able to bear it.—Yours, &c.,

RESORT.

June 22.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—In your article on this subject last month you say about all that can be said in favour of compulsory early closing, and that is not much. You say, "The only solution seems to be a national compulsory scheme for closing on the same day all over the country," and then you ask, "Are we ripe for this?" The answer is decidedly, "No, we are not." Whether we ever shall be ripe for disregarding the freedom of the individual to such an extent is another question, but we are not ripe for it yet. The only course seems to be to rely upon the increasing inclination of tradesmen to close early on one day in the week voluntarily. This movement, which works well where it is adopted, is capable of extension. An effort might be made to induce closely contiguous places, and especially adjoining suburbs of London, to close early on the same day. The early closing day in Brixton is Thursday; in Herne Hill it is Wednesday, and yet the shopping districts are close to each other. The most reasonable plan would be for dealers in certain trades to fix upon a day that would be most convenient to them and their customers. But trades now overlap each other so frequently that such an arrangement would not be possible. Butchers are able to adopt one day that suits their customers' convenience and their own. But then drapers and ironmongers and grocers do not sell beef and mutton, and they do sell pottery and glass.—Yours, &c.,

London, June 19, 1906. A CHINA DEALER.

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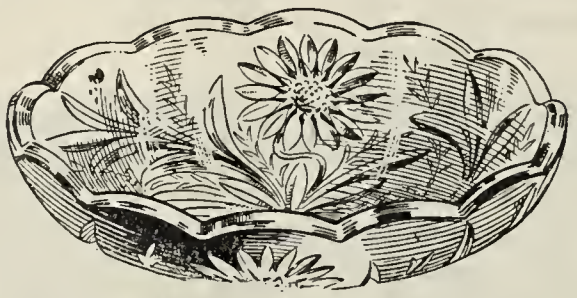
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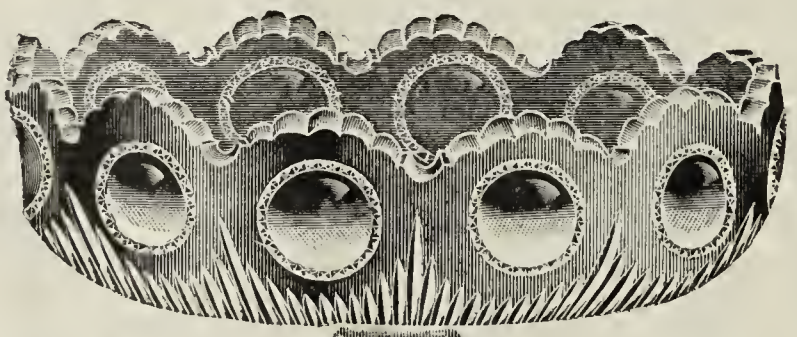


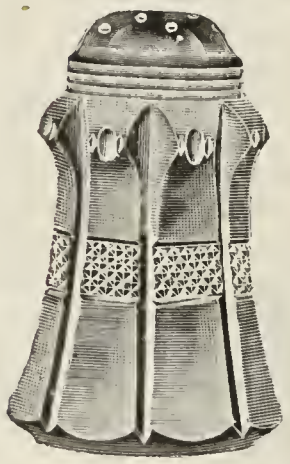
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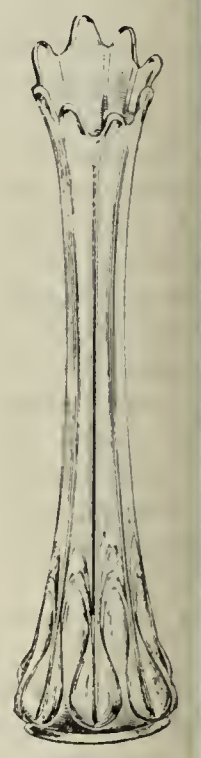
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NEW YORK,
PHILADELPHIA,
BOSTON, BALTIMORE,
CHICAGO.
SAN FRANCISCO,
SYDNEY, N.S.W.



16062.—Vase.
8", 12" 16".

ANSWERS TO CORRESPONDENTS.

H. R.—You require a great variety and small quantities each to begin with. It will be better to deal with a holesale house.

M. R. & Co.—We have never heard of the firm you name. hey are not mentioned in the directory of the town given their address.

James H. T.—You have unintentionally made a mistake; will be better to admit it and settle the matter on the ost favourable terms.

F. R. C.—The decoration you refer to is used by several anufacturers. It is not a registered design, and no one aims any right to its use.

Dealer.—We send you the names of several firms making ie class of goods you refer to. Call and see their samples the showrooms in London.

D. & Co.—Manufacturers are quite justified in making quiries about you. These inquiries never do an honest ealer any harm. The truth is, manufacturers have been onsiderable losers through giving credit without making roper inquiries.

G. J.—The toilet shape you inquire about was, we think, ade by Dimmock & Son, of Hanley. Their works were osed in 1904. You will find a list of purchasers of their apes and patterns in our "Diary" for 1905. Can you scertain the name of the shape you have?

CORRESPONDENTS' INQUIRIES.

D. & S. ask for name of maker of dinner ware, flow-blue, ippled border, Pattern No. 4,400. The flowers appear to e chrysanthemums.

S. G. (Birmingham).—Inquiries for the names of the akers of "Tudor Rose" ware, "Stroom" pottery and Hadcote" pottery.

THE PLASTICITY OF POTTERS' MATERIALS.*

WE have been offered many explanations of that mysterious property of potter's clay—plasticity—but serious objections can be raised against them all. This applies to the prevailing "colloidal" theory, as well as to the lder "flat-plate" hypothesis. I do not intend to touch ie theoretical side of the question in this short note. I will nly recite a few facts. There is a geyser in the Rotorua istrict, New Zealand, which projects hot water most viontly against the side of a granite rock. The debris from ie rock is quite plastic. Mr. Bernard Moore has seen this eyser, and he informs me that he told one of the Governent officials at the time that the débris was plastic enough work on the thrower's wheel. The ejecta from other eysers in the district are also markedly plastic. We know, oo, that slip which has been dried in the old-fashioned ip-kilns furnishes more plastic materials than when the slip dried in the modern filter press. Some sanitary manuacturers boil the "engobe" slip for similar reasons. Ir. L. Solon has also informed me that he thinks the maerials employed for making soft porcelain in France in ie early days were more plastic than when the boiling as abandoned as a useless complication.

We naturally inquire: what is the one factor common to iese different processes? It is the prolonged action f water on the body materials. I have, therefore, tried exaggerate the effect. I heated separately ground elspar and ground Cornish stone with water under great ressure (below 75 atmospheres) in sealed tubes for a few ays, at from 250 deg. to 300 deg. Four important facts were noticed:—(1) The Plasticity of the materials was augmented. The new plasticity is not that pseudo or temporary plasticity which is imparted by the addition of foreign materials like soft soap, tannin, gums, &c. (2) The outlines of the particles, under the microscope, had lost their clear, sharp definition, and become more or less irregular and blurred. This also applies, in a less degree, when felspar ground in cold water is compared with dry ground felspar. (3) The outlines could be more readily stained with saffranine or with malachite green than before the action. (4) The water in which the materials were heated, after the action, contained a quantity of soluble salts. This is in harmony with a well-known experiment by A. Daubrée, in which a solution containing potassium silicate was obtained by the prolonged action of water on ground felspar.

The last three observations show that water modifies the surface of the particles in some way. I have also tried the effect of the same treatment upon ground flint, china clay, and on ground earthenware and china pitchers. There was little if any perceptible difference in the flint before and after treatment; the plasticity of the china clay was but slightly improved; the ground pitchers, like felspar and Cornish stone, became relatively quite plastic. We see here that only those materials have been made appreciably plastic which contain alkalies in combination with silica and alumina. In spite of the fact that G. Forchhammer was able to decompose felspar into alkaline silicates and clay by the agency of heated steam, I would here emphasise my belief that liquid water, and not steam, is the more potent agent. I have elsewhere contrasted the relative chemical activity of liquids and vapours. This also recalls an observation of C. Barus, where liquid water was found to attack glass so rapidly above 185 deg. as to choke up glass tubes in which it was confined, with separations of hydrated silicic acid. It is also interesting to notice that the process works better if the water be changed. I suppose that there is a back action. The water becomes charged with soluble alkaline silicates, and these re-combine with the materials from which they have been removed, just as A. Daubrée was able to make felspar by heating a china clay with an aqueous solution of potassium silicate up to 400 deg.

The plasticity was determined by rolling the materials into pellets, and finding the deformation they could be made to undergo without rupture; and also by the bending of small cylinders. The experiments were only done on a small scale with a few grams of materials. I do not think that it would pay to work up ground pitchers into the plastic state by treatment in large digestors, and I regret to say that I have not facilities to follow this up on a large scale. I hope, however, to conduct other experiments on this interesting subject.

* By Mr. J. W. Mellor. Reprinted from the Transactions of the nglish Ceramic Society, Vol. V.

Ornamental Insulators. A correspondent of a Liverpool paper says:—The white insulators which support telephone wires are a tribulation to those people who pride themselves on the beauty of their country houses and estates. Accordingly, an inventor has puzzled his brains to discover something which would look like the leaves of a tree, so that when the telephone is led into a country seat the insulators on the poles may deceive the eyes of those who might be shocked by such unpoetic things as insulators. The new poles are to be twisted and gnarled, in keeping with the trees near to which they are placed, and the insulators are to be of the shape of the leaves of the most numerous tree. The greens are to be delicately shaded, so that even the keenest eye may be deceived. The awkward part of the arrangement will come in the winter, when there are no leaves on the other trees. At this period it will certainly be a curiosity to see rich green leaves on the twisted and gnarled telephone poles.

"BURLEIGH-WARE."

High-Grade Semi-Porcelain.

TOILETS.
DINNER SETS.
FANCY GOODS.

ORIGINAL REGISTERED SHAPES.
ARTISTIC DECORATIONS.
MODERATE PRICES.

NEW SEASON'S SAMPLES IN GREAT VARIETY.

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MR. R. J. HEATH.

LONDON :—44, Farringdon Street, London, E.C.,
MR. J. POINTING
NEW ZEALAND :—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.
AUSTRALIA :—THOS. W. HEATH & CO.,
51, Paling's Buildings, Sydney.

BUYERS' NOTES



Henry Alcock & Co., Ltd., Cobridge, and 6, Ely-place, Holborn-circus, E.C., have ecently sent up to their London showrooms number of new samples of the various lines n their "semi-china." These consist of inner ware, toilet sets, tea sets, and mis-ellaneous useful and fancy table ware. A ccidedly novel dinner shape is presented in he "New Shape." It has a deep, full-sized exagonal vegetable dish, with inside-fitting d. Although called the "New Shape," he design has many characteristics of old-ime style. It is, however, quite new to the resent generation, and is, therefore, appro-riately named. It is decorated with the 'Rothsay" pattern, a neat printed design hich can be had in flow-blue, flow-green, nd flow-Canton, either in plain printed r printed and gilt. The "Sydney" shape inner service is another novelty. It has a plain oval over dish, and is decorated with a cobalt blue band nd two gold lines. The company are making a special eature of this blue band decoration just now. Some ttractive new toilet services are shown, in addition to he company's good range of shapes and patterns. The 'Falcon" shape is plain in outline, free from emboss-nents, and is prettily decorated with a free floral esign in new art lines. They number it their 1871 attern. The "Rajah" toilet service is a departure rom ordinary lines. The ewer is bold in outline, and is eatly embossed. It is supplied in shaded colours and in namelled and gilt decorations. The embossments are well dapted for coloured effects. The basin is deep and ound, and is decorated with the embossed design on the utside. We illustrate the "Rajah" and "Falcon" oilet sets. The company show samples of many pleasing hapes in plant pots. The "Belmont" (included in the lustration) is one of the new ones. It is equally effective n shaded colours and in enamelled and gilt patterns. The company make a large number of tea sets, attractive in shape and in many printed and enamelled patterns. The "Vera" is one out of many new tea sets. The white spiral-fluted ware is still popular, and they show a full line of samples of it in their London rooms. Samples of all useful domestic articles in C.C. ware have been placed on show in London. The firm have appointed Mr. James D. Stove their representative in London. Mr. Stove is well known in the trade generally, and in the London districts particularly.

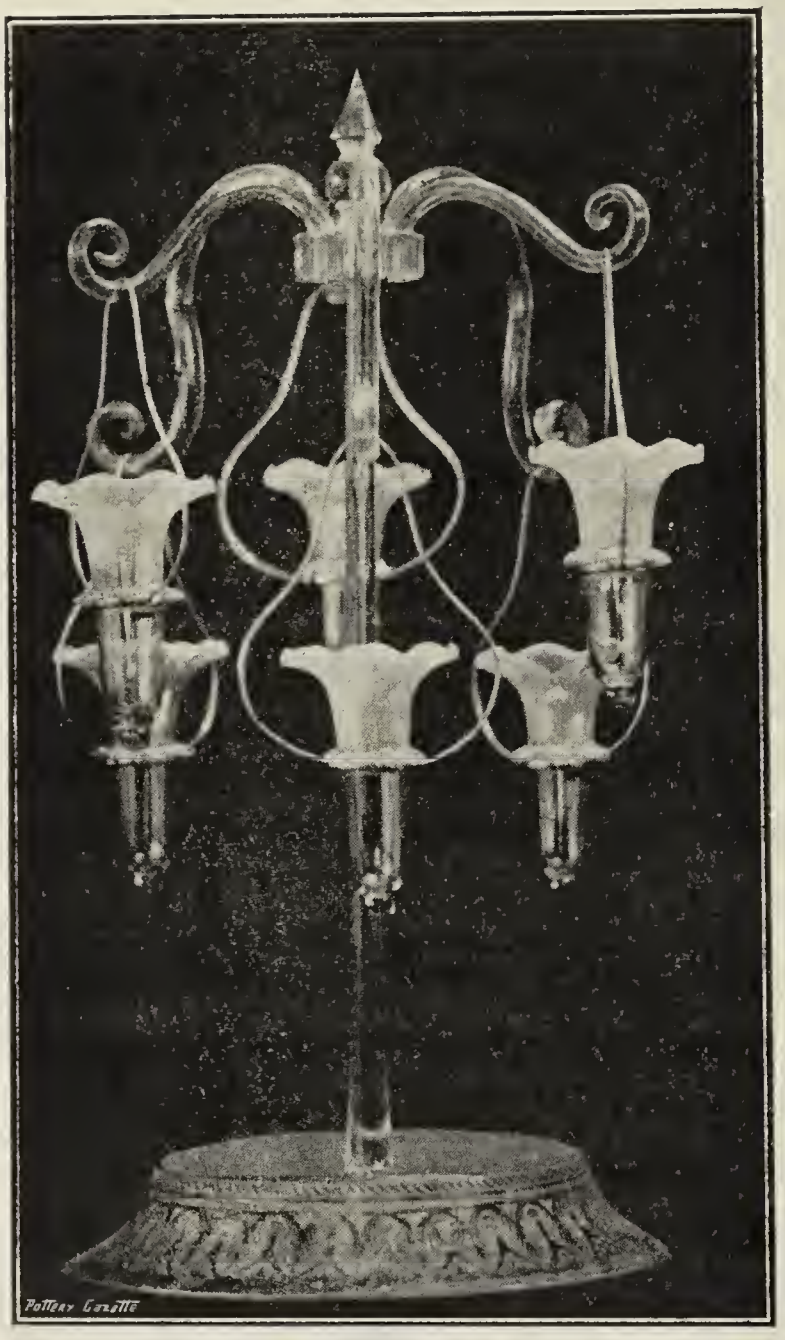
The Blyth Porcelain Company, Limited, Longton, have their London show-rooms at Audrey House, Ely-place, E.C., where they are represented by Mr. James Edge. They are well known as manufacturers of tea-ware, which has obtained a wide popularity. They have given the distinctive name of "Diamond China" to their productions, and they are supplying the trade with very attractive show cards. These have the company's trade mark (a diamond surmounted by a crown, with initials in centre), embossed in silver on a chocolate ground. Show cards are useful to retailers, and are just now made use of more frequently than they used to be. The company have a full line of their samples now on show in London, and their room has the advantage of being on the ground floor. They make practically every grade of tea-ware stocked by the average dealer. They do not attempt to supply the most expensive sets, neither do they make the commonest lines, but they show samples of all in between these extremes. Their samples include a large assortment of very neatly printed patterns, printed and gilt, and beautifully enamelled designs. Their ware has a good sound body, and all the decorations, even the cheapest, are characterised by good taste. It would be impossible to name all their decorations, but some of their new shapes may be mentioned,



HENRY ALCOCK & CO., LTD.

because they are not only new, but attractive. The "Lily" shape is one of the prettiest, and is shown in a variety of decorations. The "New Art" shape is supplied in both tall and low cups, and in many ornamentations in keeping with the name. It makes a handsome service in enamelled patterns. The other prominent shapes are the "King," "Clyde," "Star," and "Flo" (an abbreviation of Florence), all nicely proportioned cups. A full range of "Queen's White" china is on show.

Henry G. Richardson & Sons, Wordsley Glass Works, Stourbridge, are old-established manufacturers of all kinds of flint and coloured table glass, flower stands, flower vases, and a choice assortment of glass table decorations in



H. G. Richardson & Sons.

artistic forms. Their London showrooms at 11, Thaviesinn, Holborn-circus, E.C., which are in charge of their representative, Mr. R. Wheeler, always contain a full display of the firm's principal productions, but just now Mr. Wheeler has a more than usually fine show of interesting novelties. I met Mr. Benjamin Richardson at the London rooms a few days ago, when he showed me some samples he had brought with him from the works. In the centre of the room there is a stand full of glass and metal flower-holders for table decorations. In one of the new patterns the receptacle for the cut flowers is in the form of a convolvulus, the tapered end fitting into a ring in an artistically arranged metal mount. These mounts or stands are light and graceful, and are lacquered or plated. Another new set of table ornaments has the glass tube or flower-holder shaped like a large tropical flower. These tubes are shaded and have green leaves attached to them. There are other patterns of these table ornaments, and all are made in many sizes: single holders, and groups of two, three, four, and more receptacles for the cut flowers. There are tall groups as centre-pieces and smaller combinations as side and corner pieces. The new "Sunflower" table decoration consists of rustic stems, with an open sunflower as the receptacle. It is a registered design, and is supplied either in straw opalescent or in flint. One of the recent arrivals from the works is a handsome flint glass centre-piece, a reproduction of one exhibited by the firm at the Paris Exhibition in 1878. From a cut glass rod or pillar, 30 in. high, are numerous brackets or arms, and from these cut glass hanging baskets are suspended by light lacquered metal frames. The base consists of a deep glass bowl for cut flowers. The edge of this bowl is turned over outside, and carried to the table all round, so that the stand is firm and cannot easily be upset. Smaller stands on the same plan, but much less costly, are also shown. Messrs. Richardson are showing fine specimens of heavy cut glass bowls, dishes, decanters, and water jugs, a variety of tall rose bowls in several sizes and many styles of cutting. The reproductions of old English cut glass fully maintain the reputation of the firm for this class of work. Fine examples of the cut glass of the George III. and early Victorian periods are shown. A room is devoted to samples of globes and shades for gas, incandescent, and electric lighting. These are shown in position and in actual use, so that a proper estimate can be formed of their effect. There are many very handsomely cut pendants and others satin-finished with ornamentations in the Adams style. These are the firm's own designs, and are perfect examples of the festoon and wreath decorations favoured by the great architects. Specimens of shades in art colours are shown, and the firm have produced a delicate satin-finished rose pink for electric lights. This gives an agreeable soft light appropriate to a boudoir with delicate furniture and drapery. Another new art colour is called "Fumée Verre," a pleasing light green. The special feature about these satin-finished globes and shades is the uniformity of the silky effect and the absence of anything like a greasy appearance. All the firm's shades and globes are suitable for electric, acetylene, gas, or incandescent lighting. Mr. Richardson had with him the firm's copy of the famous Portland Vase in the British Museum. This was sculptured by J. Locke, and is perfectly sound. It was first exhibited at Paris in 1878 on a stand operated by clockwork, which caused it slowly to revolve so that all the cameo design could be inspected.

Gibson & Sons, Ltd., Albany and Harvey Potteries, Burslem, of course anticipated a considerable addition to the volume of their business when they acquired the Harvey Pottery, but it would appear that the increase has been greater than they expected. No doubt they will find it easier to forgive themselves for this under-estimation of their increased trade than they would have done if they had over-estimated it. Still, even this error in judgment, gratifying as it may be in the result, has caused some inconvenience. It will be remembered that, in view of the increased number of samples to be shown in London, the company took what they considered spacious rooms in Buchanan-buildings, Holborn, E.C. Since then, the production of novelites in form and ornamentation has been so continuous that it was found necessary to seek more extensive accommodation for displaying their samples in London. This they have now secured in Gamage-buildings, 118-122, Holborn, the entrance to which is only a very short distance from Holborn Circus. This is a new block of buildings specially constructed for showrooms. The floor occupied by Messrs. Gibson & Sons is very lofty, and has the advantage of plenty of light. There are

windows on each side of the principal room, so that there is a good light on the samples on both sides of the stands in the centre of the room, and also on the samples ranged round the sides of the room. The rooms had not been occupied before, so the company had the further advantage of being able to supply fittings exactly suited to their requirements. Great credit is due to Mr. C. J. Berry, the company's London agent, for his judicious arrangement of the samples. He was, of course, assisted in this by the specially constructed stands, shelves, &c., but, at the same time, considerable judgment was needed to display to advantage productions of such varied characters. The company are manufacturers of all the usual kinds of useful and ornamental earthenware, and of a large number of specialities, such as their "Malacca," "Dora," and Impasto Art Ware. They are also manufacturers of jet, Rockingham, russet, and mosaic bodies. There is ample space for showing these different wares effectively, but Mr. Berry has so arranged the various groups that when the visitor looks at the entire room from one standpoint the picture is harmonious. There is a fine range of samples of toilet ware which includes several new shapes and many more new decorations. One of the new shapes—the "Alton"—conforms to the prevailing taste, both in form and ornament. It has a well-modelled tall ewer and a useful round basin, with neat embossments and in "new art" decorations. The "Alton" makes a pleasing set in white and gold; it is also shown in shaded and in enamelled patterns. The "Sparta" is another of the new toilet shapes with a very pretty floral decoration and other ornamentations. Other toilet shapes have neat embossed panels, which are judiciously utilised as frames for various decorative schemes. These patterns are either plain printed, printed and gilt, or nicely enamelled. There is a good assortment of flower-pots, new shapes and pleasing decorations, while many pleasing additions have been made to the samples of flower vases. These are in numerous art shapes, attractively decorated. The company make a special feature of suites of table ware—teapots, jugs, dishes, sweets, trifle-trays, cheese stands and covers, biscuit boxes, &c. Among several new decorations, one in blue and gold, with neat embossed design, is very effective. The collection of samples of jet, Rockingham, russet, and other fancy goods is very large and varied. All the patterns are shown in sets of three pieces—a teapot, stand, and hot-water jug. The tasteful way in which these sets are arranged, and the number of them, is an attractive feature of the showroom. Teapots in all shapes and in every style of decoration make an imposing array.

THE CONSTRUCTION AND FIRING OF POTTERS' OVENS AND KILNS.

THE proceedings of the English Ceramic Society are, in the first place, practical. The list of the names of the members is a sufficient guarantee that science and theory in the production of pottery are fully appreciated, not as abstract ideas, but in their practical application. Early in the year Mr. J. Burton, of Pilkington's Tile and Pottery Company, Clifton Junction, St. Helen's (the brother of Mr. W. Burton), read a paper before the members of the society at the Town Hall, Stoke-on-Trent, on "The Principles of the Construction and Firing of Potters' Ovens and Kilns." Mr. Burton said the firing of pottery, though the most important, was perhaps the least understood of the many processes made use of in the industry. Firing was, in fact, the determining factor in the successful production of every kind of pottery, and the construction of ovens was the most important factor in successful firing. The problems connected with the construction of ovens he divided into two groups—those which relate to the generation of heat, and those which have to do with the utilisation of the heat in firing the ware. The considerations involved in the first group were: (1) The suitable means for the efficient combustion of the fuel; (2) the control of the rate and of the character of this combustion; (3) the production of combustible gases which can be passed into the combustion chamber; (4) the admission and control of a supply of air to mix with and burn these gases in the combustion chamber.

The second group of problems included the following considerations: (1) The conservation of heat in the firing chamber; (2) the distribution of the heat; (3) the means of regulating the supply of heat to, and the temperature of every part of the firing chamber; (4) the means of supporting the ware during the firing and of protecting it, if necessary, from sudden changes of temperature, also from the gaseous products of combustion, and from the solid particles of various substances carried into the firing chamber by the inrushing gases; (5) the right relation between the size and shape of the firing chamber and of the saggars or pieces of ware; (6) convenience for the setting in and drawing out of the ware; (7) suitable means of controlling the rate of cooling of the oven after firing.

Mr. Burton recounted his own experience with many of these problems. In every oven there was a zone of highest temperature in the region of the greatest combustion, and this zone was succeeded by other zones, which were gradually cooler as they receded from this region. This fact determined the size of the firing chamber, and the solution of the most troublesome problem connected with firing—that known as "ring ware"—lay in the direction of smaller chambers and more perfect control of the rate of combustion. In comparing the efficiency of various types of pottery oven in use, as it relates to consumption of fuel, Mr. Burton estimated that where 10 tons of coal would be consumed in firing an up-draught oven, only $6\frac{3}{4}$ tons would be required for a down-draught oven of similar capacity, while $5\frac{1}{2}$ tons of fuel would fire the same amount of ware in a continuous kiln.

Mr. Burton entered at length into the question of gas firing as applied to pottery ovens and kilns, the advantages of which he summarised as follows: (1) Compactness and simplicity of construction in the firing plant; (2) greater control of the firing generally, and therefore greater uniformity; (3) great convenience and less trouble to the fireman, and consequently less chance of neglect of the firing; (4) more perfect combustion, and therefore greater economy in the consumption of fuel; (5) the practicability of using cheaper coal; (6) the utilisation of the otherwise waste heat of the gases passing through the firing chamber by use of recuperators for heating the air supplied to the combustion chamber; (7) greater adaptability to continuous firing processes with consequent economy of heat.

Mr. Bernard Moore said the paper was a valuable addition to technical ceramic knowledge, and proposed a vote of thanks to Mr. Burton, which was unanimously accorded and duly acknowledged.

WE all must read the papers nowadays,
No one's so poor but that he somehow pays
His ha'p'ny for his printed sheet diurnal.
But those who are so keen new things to know
Should in trade happenings some int'rest show.
And buy and read with care their own Trade Journal.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN MAY.

THE POTTERY TRADES.—The information published by the Labour Department of the Board of Trade, and based on thirty-four returns (seven from employers and employers' associations—one from a trade union, and twenty-six from local correspondents), shows that during May employment continued fairly good in England, and in Scotland it was moderate. In Staffordshire employment continued fairly good, and was slightly better than a month ago. In the South Yorkshire and River Aire district it continued moderate, and short time was being worked. In North and South Devon it was generally fair, and better than a month ago. In Scotland employment generally was moderate, and better than a year ago. With tobacco-pipe makers at Glasgow employment was bad, and worse than a month ago.

THE GLASS TRADES.—The particulars published as to employment in the glass trades are based on 127 returns (seventy-nine from employers and employers' associations, twenty-two from trade unions, and twenty-six from local correspondents). Employment was moderate generally, but showed an improvement compared with the previous month. It was better than a year ago. Returns from firms employing 12,659 workpeople, and paying £15,184 in wages during the last week in May, 1906, show that, compared with a month ago, there was an increase of 1·1 per cent. in the number of workpeople employed, and of 4·0 per cent. in the amount of wages paid. Compared with a year ago, there was an increase of 1·9 per cent. in the number of workpeople employed.

In Yorkshire, Lancashire, and at Worcester and Warwick there was a slight improvement, as compared with the previous month, but employment was moderate on the whole. In the North of England and in Scotland there was a decline. As compared with a year ago, there was an improvement in all districts except in Scotland, where the numbers employed show a decline. Employment was reported as good with makers of flint glass tubes in the Newcastle district, with sheet-glass makers and flatteners at St. Helens, and with bottle makers at Bristol and Portobello: it was fair with pressed glass makers on the Tyne and Wear, with glass-blowers in London, and with flint glass makers and plate-glass bevellers at Birmingham.

The following particulars (amongst others) are given as to the number of persons employed and the amount of wages paid them on the last pay-day in May:—

RETURNS FOR LAST PAY DAY IN MAY, 1906.

Branches.	Number Employed.	Wages Paid.
Glass Bottle	7,538	£9,434
Plate Glass	851	998
Flint Glass Ware (not Bottles	2,845	3,102
Other Branches	1,425	1,650
Total	12,659	£15,184

The number of persons employed in each district and the amount of wages paid them on the last pay-day in May are also given:—

Districts.	Number Employed.	Wages Paid.
North of England	1,753	£1,751
Yorkshire	4,136	4,989
Lancashire	2,976	3,858
Worcester and Warwick ..	2,625	3,204
Scotland	894	1,090
Other parts of United Kingdom	275	292
Total	12,659	£15,184

Empire Notes.

The Crockery and Earthenware imported into the Straits Settlements from the United Kingdom during 1905 were valued at $146,000, as compared with $114,000 worth imported in 1904. From the Continent of Europe $281,000 worth was imported in 1905, and $358,000 worth in 1904.

Canadian Imports of earthenware, china, and granite ware during the month of February last amounted in value to $96,596; of this total $63,404 worth was supplied by the United Kingdom, and $12,107 worth by the United States. The value of the import for February, 1905, was $96,974 (United Kingdom, $59,217; United States, $9,976).

American Papers in Canada.—Mr. Aylesworth, the Canadian Postmaster-General, in explaining a new regulation which will tend to exclude a certain number of American periodicals from participation in newspaper rates of postage, said that an investigation ordered by his predecessor, Sir William Mulock, had shown that tons of mails sent into Canada by United States publishing houses was being distributed all over Canada at a loss.

Earthenware and Porcelain to the value of £195,454, were imported into British India during the last fiscal year. The supply was drawn from the following countries: United Kingdom, £120,311; Austria-Hungary, £4,079; Belgium, £33,954; Germany, £14,763; China, Hong-Kong, £4,960; Japan, £7,425; Straits Settlements, £6,851; other countries, £3,111. The total was higher than in any of the preceding four years. The United Kingdom and Austria-Hungary have gained ground, at the expense of Belgium and Germany.

Glass Bangles in British India.—A report of the German Consul-General at Calcutta says that throughout India there exists at present a very important demand for glass bracelets, which are supplied for the most part from Austria. The natives buy great numbers of these, as, being chiefly of the poor class, they cannot afford gold or silver ornaments. These glass bangles are made in a variety of colours and shapes, and are sold at all prices, according to quality. They are wrapped in tissue paper, two bracelets in a small cardboard box. A dozen of these small boxes are packed in a larger one, 200 of the latter going in a tin-lined case.

Australian Contract for Glass Insulators.—Tenders will be received at the office of the Deputy Postmaster-General, Melbourne, up to noon on Tuesday, August 7, 1906, for the supply of 20,000 Western Union pattern Double Shed Single Groove Glass Insulators (5,000 to be delivered at Sydney, Melbourne, Adelaide, and Brisbane respectively); and 5,000 Double Groove Glass Insulators (1,250 to be delivered at Sydney, Melbourne, Adelaide, and Brisbane respectively), in accordance with specification and general conditions of contract, which may be obtained at the General Post Offices at Sydney, Melbourne, Brisbane, and Adelaide.

Commercial Travellers' Taxes.—At the Congress of Chambers of Commerce of the Empire to be held in London in July, a motion will be submitted for the abolition of the commercial travellers' taxes now levied by certain colonies, believing that such taxes are a restraint on the development of inter-Imperial trade and cause considerable irritation and annoyance; also, that certificates of origin should, as far as possible, be assimilated throughout the British Empire, particularly in Canada, South Africa and New Zealand. The Walsall delegate will move against the imposition of taxes on commercial travellers in any part of the British Empire.



A New Zealand Show-room.—We are pleased to be able to reproduce two views of the handsome retail show-room of Mr. Edward Anderson, importer of china, earthenware, glass, &c., 41 & 43, Willis-street, Wellington, New Zealand.



Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Minton & Co., tile makers, are about to open premises at 107, Great Portland-street, W.

Mrs. A. Franks, china and glass dealer, has acquired the business at 74, Nile-street, Hoxton, N.

Prices of Old Wedgwood Ware.—A set of three fine vases in green jasper, modelled by Hackwood, were recently sold for £147.

Scorer & Co., china and glass merchants, have taken over the business of T. & L. Beardon, 247, High-street, Acton, W.

Smith & Wyatt have taken over the old-established business of J. Wilkins & Co., china and glass merchants, 44, High-street, Uxbridge.

Camberwell Guardians, on June 20, decided to ask the Local Government Board for permission in future to obtain supplies of earthenware without advertising for tenders.

Paddington Board of Guardians have accepted the tenders of Mr. W. Huntsman for the supply of earthenware to the value of £70 13s. 3d., and of glass to the value of £12 16s.

Mr. F. E. Cox, china and glass merchant, many years with Mr. J. A. Cox, late of Old Compton-street, W., has recently commenced business at 19, Cecil-court, Charing Cross-road, W.C.

North Staffordshire Chamber of Commerce.—At the annual meeting of the Chamber held at Stoke-on-Trent on Wednesday afternoon, Mr. Cecil Wedgwood was unanimously elected President.

Doulton & Co., Ltd., Lambeth, displayed a large assortment of their artistic horticultural ware at the recent Horticultural Exhibition in the grounds of the Botanic Society, Regent's Park, London, N.W.

The Late Mr. W. H. Goss.—The employees of the late Mr. Goss have presented an oil portrait of him to be hung in the Council Chamber at Stoke. On Thursday the Council were asked to accept the portrait as a gift to the town.

Unmanufactured Clay to the weight of 59,661 tons, and valued at £66,419, was exported from the United Kingdom during the month of May, 1906. The figures are well above the average for the corresponding month during the past three years.

Mr. Thomas Shenton, of Rotherdene, 36, Leyland-road, Southport, Lancashire, formerly of Rotherham, Yorkshire, where he was until lately in business as a glass and bottle manufacturer, who died on March 30 last, aged sixty-four years, left estate of the gross value of £20,251, with net personalty £18,433.

Ningwood Brick, Tile, and Pottery Co., Ltd.—Registered capital, £3,500, in £1 shares. Objects, to adopt an agreement with H. Dowty, and to carry on the business of brick and tile manufacturers and merchants, clay workers, potters, manufacturers of terra cotta, stoneware and plastic materials, &c. No initial public issue. Registered office, 3, Moa-place, Freshwater, I.W.

Fire at a Pottery.—A fire broke out on June 19 at the potteries of Mr. W. H. Taylor, at Oldbury-road, West Smethwick. When the workmen arrived at the premises just before four o'clock, they found the packing-room, a three storey building, well alight. The fire was prevented from spreading to an adjoining building. The packing-room was gutted before the flames were extinguished.

Parcel Post Rates.—The rates of postage for Inland parcels exceeding 4 lbs. in weight will be reduced from to-day, July 2, when the following scale of charges comes into operation:—Not exceeding 1 lb., 3d.; exceeding 1 lb., and not exceeding 2 lb., 4d.; from 2 lb. to 3 lb., 5d.; 3 lb. to 5 lb., 6d.; 5 lb. to 7 lb., 7d.; 7 lb. to 8 lb., 8d.; 8 lb. to 9 lb., 9d.; 9 lb. to 10 lb. 10d.; and from 10 lb. to 11 lb., 11d.

Curious Old Glass.—A miscellaneous collection of old glass is now on show, and on sale, at the Harmsworth Galleries, Grafton-street. Many of the pieces may be best described as "freak" productions, to which glass makers have been prone in all ages. Perhaps the best things, from an artistic point of view, are some wine cups, engraved in the Adams style; but the collection is "miscellaneous" in more senses than one.

Pottery and Glass Trade Marks.—During 1905 the number of trade marks relating to glass advertised by the British Patent Office was 22, and the number registered was 23; for porcelain and earthenware 47 were advertised, of which 45 were subsequently registered. A survey of the number of registrations during the last three years shows that the figures for glass have decreased considerably, while there is a slight increase in those for pottery.

Adamson, Douglas & Co., Ltd.—Registered capital, £2,000, in £10 shares. Objects, to take over the business carried on by Adamson, Douglas & Co. at Thornhill, Yorkshire, and elsewhere, to adopt an agreement with C. Douglas, D. Hinchliffe, R. S. Laycock, and A. S. Laycock, and to carry on the business of glass manufacturers and blowers, &c. No initial public issue. Registered office, Original Glassworks, Forge-lane, Thornhill Lees, Dewsbury.

Long Service.—Several instances have been given lately in a daily paper of long periods of service in one employment. That our trades are not behind others in this respect is seen from the following obituary notice in the "Times" of June 4, 1902:—"On May 31, at his residence, Iona Lodge, New Malden, Henry Chapman, the esteemed and valued friend of Messrs. Doulton & Co., of Lambeth, whom he represented for sixty-one years with unfailing devotion and ability."

Glass at Bootle Museum.—A loan of 113 pieces of English table glass has recently been deposited at the Bootle Museum, thanks to the courtesy of Mr. A. E. Horrocks, of Blundellsands. The series of examples under notice may be taken to extend from A.D. 1690 to A.D. 1810. The method adopted of classifying these glasses is by their stems, which fall into five main groups—the baluster stem, the plain stem, the air-twist stem, the white-twist stem, and the cut stem.

Robinson & Co. (Weaste), Ltd.—Registered capital, £25,000. Objects, to carry on the business of manufacturers of and dealers in furniture, carpets, china, crockery, stoneware, earthenware, glass, &c., and to take over (1) the business of a manufacturing cabinet maker and upholsterer carried on at the Weaste Cabinet Works, Lancs., as Kaufman & Co., and (2) the similar business carried on at Prussia-street, Ancoats, Manchester, as Brentnall & Co. Registered office, Weaste-road South, Weaste, near Manchester.

Sale of Bristol Porcelain.—At "Christie's" on June 19 a Bristol pottery teapot and cover, and canister and cover, painted with festoons of flowers, and a Staffordshire ware mug, with puzzle portraits and inscription, were sold together, realising £5. Another lot comprised two Bristol glass mugs, decorated with flowers and buildings in colours, and a Plymouth triple shell stand, encrusted with shells and seaweed; these brought £3 10s. A pair of Bristol cups and saucers, painted with festoons of foliage in green, sold for 2½ guineas.

A New Light Railway.—The Woodville, Swadlincote, and Church Gresley district, well known for its many and

varied productions—coal, sanitary pipes, earthenware, and art pottery—is likely to reap considerable benefit through the enterprise of the Midland Railway, who have constructed a light railway having connection between Burton-on-Trent and Ashby de la Zouch, with a frequent service running right through, and also a good local service. This was a much needed improvement, as the train service was not satisfactory.

Cut Glass.—A paper on this subject was read by Mr. H. Powell at a meeting of the Society of Arts, held at the Whitefriars Glass Works on May 29. The paper was largely historical, and a brief discussion followed. In the course of his remarks, Mr. Powell said the study of the development of the craft of glass-cutting shows that the object has been to give expression to one of the essential qualities of glass, namely, its inherent brilliancy. That this quality should always be coyly hidden under an unbroken surface seems to be a wanton waste of decorative effect.

Silica Syndicate, Ltd.—Registered capital, £5,000, in £1 shares. Objects, to develop, work, and turn to account chemical or other processes for the manufacture of silica and other minerals and metals; to adopt an agreement with W. A. Shenstone, H. A. Kent, G. Matthey, J. S. Sellon, P. St. C. Matthey, H. W. P. Matthey, T. Brenton, and H. H. Baird for the acquisition of the inventions, patents, processes, business, and property referred to therein, and to carry on the business of mineralogists, metallurgists, chemists, manufacturers of and dealers in laboratory and other apparatus, &c.

Morley, Fox & Co., Ltd.—Registered capital, £15,000, in £1 shares. Objects, to acquire the business carried on by the trustees of the late W. Morley, at the Salopian Works, Fenton, as "William Morley," and to carry on the business of manufacturers of china, terra cotta, pottery, glass, bricks, tiles, pipes, and earthenware and ceramic ware of all kinds, &c. The subscribers are: Mrs. A. E. Morley, J. J. Fox, Mrs. E. Lloyd, Mrs. M. A. Hewitt, Miss E. M. H. Morley, J. W. G. Morley, A. S. Bates. Mr. James M. Fox (permanent managing director) and Mr. J. W. Gordon Morley are the first directors. The secretary is Mr. Arthur S. Bates.

Potters Enjoy Themselves.—On June 16 the employees of Messrs. J. Aynsley & Sons, Portland Works, Longton, took their annual excursion. The company, numbering about 120, journeyed by brakes to Great Haywood, and partook of an excellent dinner at the Clifford Arms. The health of Mr. and Mrs. J. G. Aynsley and family was drunk with enthusiasm, and Mr. Jack Aynsley responded in the unavoidable absence of the principal. During a temporary break in the weather the party were entertained with instrumental and vocal music, some excellent singing being contributed by the employees. A happy day was spent, and all returned without any mishap.

Presentation to a Glass Works Foreman.—On June 1 the employes of the York Glass Works assembled at the City Arms Hotel to do honour to Mr. W. Yelland, foreman, who is leaving the city to take over other responsible duties. A splendid programme of music had been arranged. Mr. T. Taylor, one of the oldest employees, made the presentation, which took the form of a handsome gold albert and pendant. Mr. Yelland said he scarcely knew how to express his gratitude for the valuable present. He mentioned that he always found that by treating the men kindly they worked all the better. He should always look back with pride on his associations with the York Glass Works.

A Seasonable Issue.—Our enterprising contemporary, "The Staffordshire Sentinel," published its Summer Number on Thursday last. Those who like to get full value for their money—and most people do nowadays—should pay a penny for the 76 pages of most readable matter, of which this number consists. There are many articles of local historical and topographical interest. As becomes a "Potteries" paper, there is an article on "Two Vases: the Barberini-Portland Vase and the Brownfield Vase," illustrated. There are many other illustrations, and when we say that "An Original Fishing Story" is mentioned in the list of contents, it will be seen that fiction is not neglected.

Admiralty Glass Contracts.—Our Parliamentary correspondent writes:—In the House of Commons, on June 19, Mr. Staveley Hill asked the Secretary to the Admiralty why the usual custom of inviting tenders from British glass manufacturers for the supplies of glassware to the Admiralty had this year been departed from. Mr. Edmund Robertson, in reply, said revised patterns of table glass, to which it was understood the question referred, were instituted this year. The firm from whom they were obtained went to a great deal of trouble to assist the Admiralty in the matter, and, in accordance with the usual custom in such cases, the first order was placed with them, their quotation being very reasonable. In future orders the contract would be open to competition.

Where the Glass-makers' Money Went.—Some curious evidence, bearing largely upon the fondness of glass hands, as they are called in the West Riding, for drink, was given before the licensing authority at Wakefield on June 1. The "Waggon and Horses" Inn, Knottingley, was reported by the police as unnecessary; but the tenant declared that he had "only four customers who were not glass-blowers," and that his takings amounted to nearly £1,000 a year. There were four licensed houses within 100 yards in that comparatively poor district. The licence of the "Potters' Arms" in the same village was next considered. The house was largely used by men employed in the local potteries. The Bench refused a renewal, but granted the licence of the "Waggon and Horses."

Lead Poisoning.—According to the usual returns of the Board of Trade, the total number of cases of lead poisoning reported to the Home Office during May was fifty-six, and of these fifteen cases were connected with the china and earthenware trades. There were two deaths from lead poisoning during the month, and the china trade is responsible for one of them. This is the only case of death from lead poisoning in our trades that has occurred this year. Last year there were two deaths up to this date. For the five months ending May 31 this year the total number of cases of poisoning by lead was 254, as compared with 239 cases reported in the same months of 1905. Of these, forty-seven cases occurred in the pottery trades in the five months of this year, while there were only forty-two reported cases in the same period last year.

Pontefract Guardians and Bottle Makers.—More has been heard of the refusal of four out-of-work glass makers, paupers in the test-yard of Pontefract Workhouse, to accept employment at a glasshouse where machines are made use of for the production of fruit jars, &c. They were receiving but half-a-crown per day from the poor-law authorities, and were offered 25s. weekly by the glass manufacturers desiring their services. The men said they were members of the Bottlemakers' Union, and would lose their connection with it if they accepted the offer. The chairman of the Guardians (Mr. Bentley) characterised this as tyranny on the part of the Society. He proceeded to say that members of the Bottlemakers' Union had assured him his criticism was "more than justified, for one man shortly entitled to a pension, had been disqualified from membership simply because he had to walk through the machine rooms." The Board thoroughly supported the chairman.

Recent Company Liens Registered.—Lancaster & Sons, Ltd., Hanley, china manufacturers.—A debenture to secure £2,000, charged on the company's undertaking and property, present and future, including uncalled capital (if any), has been registered. Corn Brothers, Ltd., Tunstall, tile manufacturers.—£2,500 5 per cent. debentures, charged on the company's undertaking and property, present and future, including uncalled and unpaid capital, have been registered. Wheal Remfry China Clay Brick and Tile Company, Ltd., Newquay.—£500 5 per cent. debentures, charged on the company's buildings, plant, and stock-in-trade and receipts and revenues arising therefrom, has been registered. Tamworth Encaustic Tile Co., Ltd.—Debenture registered for £500; charged on the undertaking, property, and effects. James Macintyre & Co., Ltd., Burslem.—Lien registered for £8,000 five per cent. debentures, part of £12,000 authorised; no trustees; charged on the undertaking and all the property and effects, present and future, including the uncalled capital.

The Canal Commission.—The Royal Commission on Canals is evidently not going to be satisfied with general evidence having a wide scope. It is arranging a scheme for ascertaining exactly what use traders will be likely to make of canals if by any means they can be made capable of dealing properly with traffic. It is intended to ask traders in all the important industries throughout the kingdom to submit their own views on this point, so that a selection can be made of witnesses dealing with particular phases of the transit question. The Committee is doing well to have the opinions of every section of the trading community before it, before it comes to a decision. At the resumed sitting of the Commission at Westminster on June 20, the general manager and secretary of the Rochdale Canal Company, in the course of his evidence, said one great stumbling-block to canal traffic was the fact that there was no through system of tolls. If £1,000,000 were spent on the improvements of canals the return would justify the capital. The traffic consisted chiefly of coal, heavy minerals, raw material for manufacture, grain, building materials, and general merchandise which did not require much speed. He desired the Government to buy up the whole canal system and place it under a special Government system.

Early English Pottery.—A very extensive collection of early English pottery has been generously lent to the Peel Park Museum, Salford, by Mr. Frank Falkner and Dr. Edward J. Sidebotham, and is now on view there. It appears that the gentlemen named have devoted many years to the exploration of all sorts of out-of-the-way places in quest of specimens of early English productions, with the result that they have succeeded in accumulating a collection of valuable, and in many instances, unique pieces. The collection is arranged, as far as possible, chronologically to indicate the progress made by British potters in figure subjects. They have been assisted in this arrangement by the fact (unusual in collections of this kind) that so many of their finds are marked with the names of the makers. Mr. W. Burton was greatly interested in the collection and has written the introduction to the catalogue (not yet published). The collection will be quite as useful to the student as it is interesting to the collector, as it affords assistance in comparing the productions of various periods. It has been found possible to give approximate dates to the majority of the specimens, but there are some the dates of which cannot at present be determined. There are some excellent specimens of humorous modellings, such as "The Vicar and Moses," and the once popular "Toby-Philpot" jugs. These are popular now, but, of course, as curios. We hope to give further particulars of these remarkable examples of the skill of our early potters, and especially of their curious figure productions.

Dispute in the Glass Bottle Trade.—Some time ago, Lax & Shaw, glass manufacturers, Hunslet, Leeds, asked their workmen to concede something by making rather more bottles to the "move" than the stipulated number, otherwise they feared their foreign rivals would get more and more of their trade. The men, say the firm, made promises, but failed to keep them. In the early days of last month things came to a crisis. The goods made are screw-necked feeder bottles for the use of infants, enormous quantities being required. The number per move was 220 on the catalogue, and the firm asked for 240. They have two manufactories, and the men's union decided to draw the men out of both, saying that concessions had been made before. A long correspondence took place in the newspapers. The firm said they asked for concessions in bottles to be exported, and, replying to an assertion on the men's side said that they were, asking for a wage reduction of 5s. weekly, characterised the statement as a falsehood, and by way of showing that good wages were being paid, said in one of their letters:—"We give the wages of two chairs making the bottles in dispute last Friday, viz.: Working 8½ hours, bottle makers 14s. 6d. per man; bottle blowers, 12s. 6d. per man." They offered men a five years' engagement, "at the standard rate of wages of the Flint Glass Bottle Makers' Association," and some from Knottingley accepted the terms and commenced work. This led to a great disturbance, hundreds of people gathering outside the works in support of the strikers, and after a couple of days' rough experience the newcomers stayed away. On June 14 Messrs. Lax & Shaw received a deputation of Union officials, but terms could not be come to. Subsequently, however, an agreement was arrived at, and the men, about seventy in number, have returned to their employment.

Workmen's Compensation Bill.—The Standing Committee of the House of Commons proceeded with the consideration of this Bill on June 12. Mr. Harmood Banner moved an amendment to Clause 9, which gives a workman compensation for disease contracted in the course of his employment. He said, as the clause stood, good employers might suffer hardship. A man might go from one employer to another, and a disease previously contracted might then exhibit itself. In such a case it was the innocent employer who would be proceeded against. He moved that words be added providing that the compensation should be recovered from the last employer "unless that employer proves that the disease was not in fact contracted whilst in his employment." The amendment was rejected on a division. Mr. Herbert Samuel, on behalf of the Home Secretary, then moved an additional sub-clause requiring workmen to furnish the names and addresses of previous employers within the preceding twelve months when bringing an action for compensation for disease. This was agreed to. Other amendments were made in the clause on the motion of Mr. Herbert Samuel, the result being that, if an employer alleges that disease was not contracted whilst in his employment, he may join the previous employer as a party to an action for compensation. Mr. J. C. Wedgwood moved an amendment giving the Home Secretary power in any regulations drawn up by him to insert clauses compelling every employer engaged in the industry to which the regulations applied to insure his workpeople in any mutual trade insurance scheme which actuarially met the approval of the Registrar of Friendly Societies. The Home Secretary refused to accept the amendment. He said the question of insurance must be separately inquired into, and form the subject of a separate Bill. The amendment was carried by 22 votes to 21.

BRITISH POTTERIES AND FOREIGN COMPETITION.

(SPECIALLY CONTRIBUTED.)

I SUPPOSE it is practically impossible for anyone to attempt the discussion of the Fiscal Question, as at present understood, without entering the domain of politics in so doing. It becomes, therefore, my modest intention to struggle with the unattainable, and for one very good reason: that there is a certain aspect of the problem which has always been kept in the background, neither forming a "plank" in any political platform, nor being responsible for electioneering eloquence in the columns of the Press. I refer to the personal aspect—to the question of Free Trade or Fair Trade as it applies to and affects you and me. Now this reticence concerning so elementary and vital an attitude is somewhat surprising, yet it is undoubtedly a fact. What did we argue and explain and excite ourselves about when the General Election led us all by the ears a few months ago? Of the likelihood of Free Trade or Protection ruining *us*? Or of the possibilities of making *our* fortunes under either of them? Not a bit of it; large and generous-hearted as we are, we pleaded not for our own personal good but for the welfare of the community at large; not for the opportunity to feather our own nests but for the right to save the country from inevitable disaster were it to continue under its present condition, or to accept the doctrine of Protection—according to the shibboleth of our respective creeds. And yet, forsooth, are we dubbed a money-grubbing people! A people who spend, individually, the best years of their lives in grumbling at bad trade, yet who invariably succeed in dying worth more than their dearest friends suspected! No, we are far from being egotists and self-seekers, but neither are we disinterested philanthropists, which is surely the description that the magnanimous conduct to which I have referred seems to call for. The explanation of this apparent anomaly is simplicity itself: at election time we are politicians, just that and nothing more, and in our political frenzy we account it glory to carry confusion into the camp of the unbelievers, and know no greater joy than that of vanquishing their champion at the polls. In this strange mental exuberance we forget our own little affairs as completely as though our futures were assured by special Act of Parliament.



A BARGAIN IN CANDLESTICKS.

It is because there *is* a personal aspect of the problem that I make the attempt to discuss the Fiscal Question in these non-controversial pages. It is because I refuse to consider the matter of my business affairs as a fit subject for party controversy that I ask the readers of the POTTERY GAZETTE to drop for once the broad imperial point of view in which they revel as Liberals and Conservatives, and, instead, to look this problem fairly and squarely in the face as master potters.

Looking out on the world from their office window, what do they see? They see that to no country of any importance, whose trade is worth, so to speak, a moment's consideration, can they send their goods free of duty. Whether it be taxed by weight or by value, or by an ingenious mixture of the two, they have to pay for the privilege. Out of their dinner sets and tea sets their foreign customers help to pay their soldiers, their sailors, and their teachers. But that is not all, for they help to maintain the trade of their own country in a flourishing condition by their unfriendly imposts. Looking nearer home, they—the master potters—see English ships full to the hatches with foreign-made goods, discharging them at English ports, and consigning them to the care of English railways, which, in their turn, seem anxious to be accorded the honour of delivering them for next to nothing. They see English china and glass shops devoting a considerable portion of their premises to the display of these alien products which have not paid, be it noted, one penny towards the revenue of *their* country, or lightened in the least *their* contributions to the Imperial Exchequer. Nearer home still—in some cases they have but to raise their eyes to the silent ovens outside the window—they see their trade standing still, if not actually decreasing, their workmen walking about the streets, and prices falling—always falling. It is, in a word, the game of heads I lose, tails you win at which they are playing; a game at which one may easily tire. In this unsatisfactory picture, a composition of half lights and shadows, can any improvement be made? Would a resort to the tactics of the foreigner introduce the welcome glint of sunshine, or would it not? Let us look into their predicament a little closer.

For practical purposes the imports of foreign china may be roughly divided into two classes: the very cheap in both useful and ornamental wares, and the more or less artistic, the products of firms whose names are household words the world over. Let us consider the first section—the very, and one might almost say the absurdly, and pathetically cheap. The candlestick of which an illustration appears on this page, for example, belongs to this class. The price of this astounding bargain, which in actuality is decorated with transfers and gold, is 3s. 6d. per dozen delivered free in London, and with no charge for cases. To get it at this very reasonable figure it is true that one has to order a quantity, I believe six cases, each containing fifty dozen; but who would hesitate to run the risk of quantity when its closest competitor of English make could not be bought for double the money? Taking this illuminating object as a typical instance, as one which might be multiplied a hundredfold, can anyone seriously believe that it, or goods equally cheap, could be kept out of the country by any ordinary or restrained measure of Protection? Even supposing that such a conversion of the nation's beliefs were effected, and a 5 or even 10 per cent. duty imposed on all imported products, what would be the result? Five per cent. added to the 3s. 6d. works out at 2d., or thereabouts, and the candlestick soars up to 3s. 8d. per dozen—*still* per dozen and *still* delivered free in London. Could we expect pre-

ferential treatment for Staffordshire-made candlesticks? The bare suggestion would suffice to bring every trade in the country clamouring at the ministerial door for preference, for the china trade is by no means the sole possessor of such genuine grievances. I may be mistaken, but it seems to me that for this cheap class protection can do nothing. But can nothing be done for it without it? Is it not a fact that, in spite of a cheaper body, poorly-paid workmen (though that, I suppose, is a comparative term and a statement smacking strongly of politics), and other contributory causes, cheap foreign china owes its cheapness principally to the more skilful and economical methods of production? The prices paid in Staffordshire even to-day would, I am inclined to think, raise a smile on the face of a German manufacturer. Thus, to make a dozen teapots costs anything from 1s. 6d. to 2s. over here, against, perhaps, one-third that sum in Germany. I do not suggest for a moment that the English workman is paid too well—merely that he has to perform double or treble the amount of labour to achieve the same end. What exactly he has to do my readers know better than I, but at least he must get out his mould, prepare the clay, bat it out, and fill the mould, carry it into the stove to dry, subsequently taking it out, "fettling" it up, and "sticking" it up, and heaven knows what. His Teuton cousin, meanwhile, would merely be called upon to place the mould beneath a tap, which, having been turned on, and in due time cut off again, presents him with an article practically finished even to the handle. The deduction from the comparison is so obvious that one wonders it is still possible to draw it!

In another direction, however, the master potter suffers in comparison with his foreign rival, through no fault or negligence of his own. I refer to that old-standing grievance, the railway rate question. It is not my intention to say anything here about this national scandal—for such it is—but two instances which came under my notice the other day may be of passing interest. In one case the agent of a foreign firm of glassmakers had some goods lying at Hull which he wished to deliver to a customer in London. To effect this he despatched them, for economy's sake, via Hamburg. In the second case a market gardener not many miles from London, sent up a truck of vegetable marrows to Covent Garden. After paying the railway company's charges he cleared 3d. on the transaction.

Before leaving the matter of cheap goods I should like to refer to the attitude of the English manufacturer with regard to quantities—to bulk orders, that is, at a "cut" price. The head of one the largest china businesses in London told me recently that in his opinion the Staffordshire manufacturer did *not* lay himself out to compete with the foreigner in this direction, and inferred, if nothing more, that were he to show any keenness in competition and a reasonable celerity in execution of orders, he might secure a large percentage of those now placed abroad. It was not suggested that he could come down to the foreigner's price, merely to somewhere near it, in which case the natural inclination of the retailer to do business with a fellow-countryman would bridge the difference. This, at first sight, sounded too nice to be true until I was reminded that English china, and semi-porcelain too, for that matter, was vastly superior as a durable material to the Continental variety, and that the retailer could well afford to buy the former if the disparity in price was not excessive. That the master potters concerned will agree with me over this is, I think, improbable, for I have often heard it said that if only the large shops will order as much bulk from them as from the foreigner they could compete with him on far more equal terms than are at present obtainable. Yet, granted that this is so, and I, for one, firmly believe it, it is surely their business to conduct their own campaign, and not to look to the buyer to inaugurate so radical a change of policy on their behalf. The cheap candlestick also reminds me of another matter, that of free packages and free delivery. The crate and carriage question may not seem intimately connected with Fiscal Reform; but after all, every detail of the trade with which the foreigner deals differently from, or more effectively than, our English makers, has a very direct bearing on the argument. Not one Master Potter in twenty disputes the advantages of "free free," nor ceases to wish that such a system were in vogue in this country. Our unwieldy and irritating crate charges have been, and are, more prolific if not of closed accounts, at least of annoyance and loss, than any one other branch of the trade. Discussion on the subject is useless; it has been discussed for the last fifty years, and remains to-day exactly where it was then. What *is* needed is action, in one word, combination. There have been many associations and combinations in the trade during the present generation; combinations to get at costs—which no one believed in; combinations to raise prices, which melted away in a year; but the tackling of the crate question, which, let us add, would be unlike all other attempted reforms, since once settled, always settled, has been persistently put off. Procrastination, the proverb has it, is the thief of time; it is therefore the thief of profit.

So far, then, we have, I hope, satisfied ourselves that cheap foreign goods cannot be kept out of the country under a protectionist tariff; that, on the other hand, the weapons with which they may even now be fought lie in the hands of the English potter; and that improved methods of manufacture, greater enterprise in effecting and conducting sales, and the abandonment of effete and irritating modes of despatch and delivery constitute some of the simplest and most efficacious of these weapons. And since the master potter, whatever he may think of these matters, must recognise at least one fact, namely, that he is largely in the hands of the public and their mouthpiece the buyer, I should thank him to bear with me still further when, in a following article, we look at the question from those standpoints.

SPENCER EDGE.

The China and Glass Imports of Basra decreased by £1,521 last year. H.M. Consul states that enamelled ironware seems to be taking its place, natives in general preferring it on account of its greater durability. The value of the 1905 import was £9,291. Earthenware to the value of £1,754 was also imported, showing a very trifling increase.

Earthenware Imports at Portland (Oregon).—Imports of plain earthenware diminished considerably during 1905, and were practically all from the United Kingdom, says H.M. Consul in a recent report. Japanese porcelain and china were more largely imported, and for the first time German decorated ware took the lead over that from the United Kingdom. I find, upon close inquiry among dealers that the cheaper class earthenware is largely of American manufacture. High-class chinaware is British and French, but German chinaware of a cheaper quality is being sold more and more largely, and the sale of decorated earthenware of German make is also increasing, to the detriment of the British article. The official statistics are as follows:—Plain earthenware, total £2,207 (£5,256 in 1904). From United Kingdom, £2,105; Germany, £56; Japan, £46. Decorated earthenware, £17,713 (£9,467 in 1904). From Germany, £5,146; Japan, £8,009; United Kingdom, £3,653; Austria-Hungary, £252; China, £422. Kaolin and other clays were also imported to the weight of 1,063 tons, valued at £1,415, as compared with £2,627 worth imported in 1904. These are all supplied by the United Kingdom.

THE PAST AND FUTURE OF THE POTTERY TRADE.

(SPECIALLY CONTRIBUTED.)

THE present condition and the future prospects of the pottery trade have been the subjects of much cogitation and speculation among those most interested during the past few years. We are told that we are behindhand with the Germans in technical and scientific knowledge, that we do not study customers' needs, that we do not send out travellers enough, that we must go back to Protection, that. in short, we do the things we ought not to do, and leave undone the things we ought to do. These things may be true, or some of them, but they are not sufficient to account for the general depression, and, what is worse, the uncertainty of the business in these latter days. If Germans and others are underselling British potters in the world's markets, it is not from choice, but from necessity, and betokens that they are pressed even harder than we are, and have either to compel their workers to be content with less wages, or to be content with less profits themselves. If we lack technical and scientific knowledge, let us get it by all means ; but, when we have got it shall we not give its benefits away to our customers under the stress of competition ?

The potting trade, whatever local defects it may have, is suffering generally in common with other manufacturing industries in all countries which depend, wholly or in part, on export trade. Occasional "booms" there may be in special trades, but, on the whole, in most industries, supply has reached the limits of available demand. When this is the case the gain of one manufacturer is the loss of another, and though the trade may fluctuate between countries and between manufacturers, there can be but little development generally. It may be worth while to consider how this has come about, so that we shall at least know where we stand, and be able to judge of the future by the experience of the past.

It seems the most natural thing in the world to us to alter the price of one article or to reduce the price of our goods in order to undersell our competitor. But, natural as it seems, this is a comparatively modern idea, just as is piecework payment for operatives. In standard articles as in standard trades, the price was usually fixed and stationary, however much the quality might vary. The customary price of a pair of boots was so much, and no one expected to pay or receive more. This, of course, is going back a long way to times when most articles in common use were manufactured locally for local sale. But the general disposition to regard prices once fixed as generally unalterable without common agreement, lasted much longer. That is why, in the days, for example, of Josiah Wedgwood, we find no complaints of one manufacturer underselling another. It did not readily occur to the manufacturer short of orders to undersell his neighbour by 10 per cent., nor would it have had much effect on the steady, easy-going customer if he had. A plate was worth so much plain, so much printed, and so much enamelled and gilt, and what the manufacturer had to do was to make as much as he could out of it at that price. Naturally, he could not do this by offering a poorer quality than his neighbour. as in that case the customer would not buy. The quality must be maintained, and those who could do the best as the fixed price got the most business. Hence the general high quality of the ware in the earlier days of potting. There was a real, though unexpressed, standard of workmanship, and it had not entered into the heart of man to cheapen his clays and glaze and to half-finish his articles with the object of supplanting on the market his more conscientious competitors. It seems very elementary and unbusinesslike to us now, but under such conditions there were no such prolonged and recurring depressions of trade as we now experience. Such depressions as there were, were due to evident causes, such as wars, failure of harvest, and financial crises. But, with the invention of the steam engine, the institution of the Post Office, and the repeal of the Corn Laws another era was inaugurated.

Communication between manufacturer and customer became simplified to a wonderful extent ; travellers could call oftener, and more travellers could be sent out. The crockery dealer in Aberdeen or Plymouth who had depended on the traveller of a leading house calling once, or at the most twice in the year, was then obliged to order or go without goods ; but now more and more travellers began to call, and he could play off one against the other. The imports of corn from America had to be paid for by exports of British goods, among which crockery could not be neglected. Finally, steam began to be used for other purposes than drawing trains. Little by little steam power and mechanical devices cheapened production, until in a number of branches hand labour became almost obsolete. Moreover, Britain had the start among the nations—the start in machinery, in railways, and in shipping, while the demand for corn from America gave us the great preponderance of the Transatlantic trade. The demand for crockery, as for many other goods, exceeded the supply, owing to the increased prosperity of people generally, but by the middle of last century there began to be signs of the supply equalling the demand. Then came the Franco-German War in 1870, which threw both those nations back for a time, while the Staffordshire potters reaped a golden harvest. But, the war over, France and Germany had to buckle to work, and since that time the old order may be said to have definitely passed away. When potting had to be done by hand the English potters, skilled for generations, born and bred in the clay and concentrated in one spot, had an immense advantage. But when they supplanted manual labour by mechanical contrivances, that advantage lapsed. The machine is just as much at home in Germany as in England, a fact which the Germans were not slow to recognise. They even had the advantage that whereas the English operative still demanded the same wages as before, the German employer was not so hampered, and could get his labour at cheaper rate.

Let us recognise the full force of this. It is not suggested that the change was avoidable ; the Germans and Americans would have introduced machinery whether we did or not, but the fact is evident that machinery places all nations nearly on a level. But the rapid increase of machine manufacture in potting had the additional effect of hastening the time when supply should exceed demand. Let all the manufacturers of dinner, tea, and toilet ware in Europe and America be fully employed for twelve months, and they might close the works for the next twelve. It is probably no exaggeration to say that the potential supply of existing manufactories is equal to double the normal demand. This means, of course, that there is a constant, never-ceasing competition for the orders, involving reductions of prices to the very lowest point, a constant straining after something new to tempt buyers, a never-ending quest for means of cheapening production, and the evolving of a class of wholesale buyers who demand the cheapest possible article, irrespective of quality, and degrading to the manufacturer and workman to make.

The manufacturer of to-day, wishing to increase his turnover, must, if he manufactured staple articles, do it at the expense of some other manufacturer, either at home or abroad. What he gains some other or others must lose. It will do him no permanent good to cheapen production still

more by mechanical means, unless he can obtain a monopoly of his machine. If he could undersell all his competitors he might, in addition to taking their trade, reach another stratum of buyers, but this is not likely. All, therefore, that he can do is to keep up the struggle to obtain his customary share of the existing trade, and hope for a general increase in prosperity in which alone lies the hope of an increased demand.

Meanwhile, the whole field of trade having been occupied, the fight will get keener for the possession of it. Protected nations are favoured in their own countries by the operation of the tariff, but Free Traders hold that this advantage is more than counterbalanced by the consequent increased cost of production. This subject has been sufficiently discussed of late, and may be said to be settled, for a time at least, by the result of the General Election. What, then have our pottery manufacturers to look forward to ?

They cannot have any reasonable expectation of increasing their exports to foreign countries which give protection to their own productions. A certain amount of business will always be done with Continental nations, but they are mostly able to manufacture their own, and we are cut off from them by the sea as well as the tariff. The United States is making more and more of her own ; though how little a tariff has to do with the matter is amply demonstrated by the fact that the nation with the biggest tariff is the largest importer of foreign ware. But the most we can now hope from the States is that our exports will not diminish. In other unprotected or low tariff countries we have to meet the competition of the world on equal terms, and the same condition applies to our Colonies, except for the advantage given to us by Canada. It is undeniable that the Germans and others have made and are making a keen fight with us for this trade, and though the Colonies are to some extent bound to do a certain amount of their trade with us to balance our purchases from them, this will tend of itself to diminish rather than increase, and competition will be still more keen. Do English manufacturers think that with their present methods of manufacture, which are practically—as far as labour economy is concerned—identical with those of other nations, with their higher wages, higher rents, rates and taxes, and shorter hours of work, with their disadvantages of carrying costs, and Governmental restrictions and impositions—do they look forward with confidence to the result of a keen competition with potters like the Germans whose operatives are accustomed to a lower plane of existence, as regards money earning and spending, and whose operations are directed by the most scientific experts and the most rigid economists, whose goods are carried by our vessels at less rates than our own, and who are regarded by their Government as worthy of assistance in the development of their trade ? If they do not—and I fail to see what grounds they can have for any such confidence—is it not time for them to consider what they are going to do ? Protection, at all events, would not assist them in that department of the trade. As to the home trade, this will remain pretty well in our own hands, whatever other nations may do. Fancy goods, knick-knacks, some tea ware, &c., may be sent over from Germany, France, and other countries, but it must be at a terrible sacrifice, mostly to the makers. But it is somewhat ludicrous of manufacturers to complain so bitterly against foreign competition in the home trade while knowing full well that the worst competition they have is the competition among themselves. The old rule of the fixed price and varying quality is now quite dead, and each manufacturer, whatever he may agree to do, is ready to alter any price in any possible manner whereby he can take a customer from a competitor. General prosperity in the trade is impossible under such conditions. A temporary "spurt" of trade evey now and again is inevitable, but with prices at their very lowest point, and every manufacturer intent on increasing his turnover, how, unless under abnormal circumstances, is improvement possible ? The logical result of the present system is interesting to contemplate. It is that one firm or trust should, by underselling or other means, drive all competitors out of the trade. They could then economise production still more, could reduce wages to the lowest possible point, and prevent any future opposition. If this were done in all the trades of the country we should have perhaps a hundred or two hundred large firms making all the goods. By increased concentration and use of machinery they would vastly economise production, and at the same time, by throwing thousands of workers out of work they would diminish the number of possible customers, and so make their economies of no avail ! That is the only logical development of the present system, left to itself. Manufacturers must take broad views, and study the welfare of the trade as a whole if they wish a different development. It is of as little use to sit down quietly waiting for something to turn up, or even to strain after economies, the benefits of which will be promptly given away to customers under stress of competition, as it is to cry out for adventitious aid which is most unlikely to be given, and might prove more of a hindrance than a help if it were.

GLASSWARE IN EGYPT.

THE following interesting particulars of the imports of glassware into Egypt are taken from a French commercial paper. The imports of glassware into Egypt have developed remarkably of recent years, the value imported in 1905 amounting to £E140,515, as compared with £E39,749 in 1892. This increase is due not only to the influx of Europeans into the country, but also to the general improvement in the conditions of life obtaining among the natives, who were formerly contented with earthenware table utensils, but are now large purchasers of glassware. The extensive adoption of oil for lighting purposes has likewise given rise to a demand for lamp glasses : these figure largely in the imports from Austria, as they are sent to Alexandria viâ Trieste, but more than half of the lamp glasses despatched by this route are of German manufacture. The imports from the United Kingdom consist mainly of lemonade bottles with marble stoppers, which are in great demand ; these are delivered in Alexandria at from 18s. to 20s. a gross. The United Kingdom also sends crystal decanters and glasses, water jugs, ice bowls, and various table ornaments of glass, mainly for the use of the English colony. Glass bracelets, which are largely worn by the native women, are imported from the British Possessions in the Far East and from China ; the imports from these countries are, however, decreasing, as some Austrian manufacturers have obtained specimens of the most saleable bracelets, and now send imitations of them to Egypt at cheaper rates. Among the articles furnished by Germany may be mentioned medicine bottles, spirit bottles for the Egyptian distilleries, lamp glasses, gas globes, and bulbs and shades for electric lighting purposes. One-fourth of the glass lamps imported come from Germany, the remainder mainly from Bohemia. Austria sends a large number of table glasses, decanters, gas globes, lustres, &c. The chief imports from Belgium consist of cut glass wares, including drinking glasses of various kinds, salt-cellars, sugar basins, jam pots, &c.

Tumblers Required.—To check the habit of East African natives drinking soda water out of the bottles instead of pouring it into a glass, it is said the Government have issued a regulation that the offence is liable to corporal punishment or imprisonment.

Reviews.

Porcelain, Oriental, Continental, and British: R. L. Hobson, B.A., Author of the Catalogues of English Porcelain and Pottery in the British Museum: London, Archibald Constable & Co., Ltd. 12s. 6d. net.

It is easy to account for the large number of books on china and pottery generally, which have been published lately. The manufacture of pottery is an exceedingly interesting subject, and people in all countries find it well worth writing and reading about. The fascination of china, and particularly of old china, over people who really understand very little about it is marvellous. This peculiar phase of human weakness has been taken full advantage of by unscrupulous people, who, by flattering the vanity of those displaying it, have provided any number of cheap imitations of costly originals. I do not know a more easy prey to fraudulent imitators than the amateur collector of old china. Even people who do not make any pretence of collecting china are proud to have some pieces of "Old Worcester," "Crown Derby," or "Coalport" that "have been in our family for generations." I have, more than once, been shown some of these priceless heirlooms, which a very slight inspection satisfied me were imitations. On the other hand, I have seen beautiful productions ascribed to one or other of the houses I have named, as to the genuineness of which I have been unable to decide, in the absence of any distinguishing mark. Amateur collectors, and possessors, of old china do not always remember that there are many beautiful, genuine pieces extant that have no makers' mark, but which can, nevertheless, be identified as real "Worcester" or "Old Derby." Now, as there are numberless first-class imitations always floating about, it will be seen how many difficulties the unwary amateur and partially experienced collector have to face. Mr. R. L. Hobson comes to their aid with this useful work, which he aptly describes in a sub-title as "A Book of Handy Reference for Collectors." Other books recently published have of necessity been issued at prices which the amateur collector considers too high for his purse. The object of Mr. Hobson's book is to "give in compact and inexpensive form all the facts which the collector really needs, besides as many practical hints as can be compressed in a general work of portable size." While the porcelains of all countries are dealt with, attention is confined to old china, to the exclusion of modern European wares. Enthusiasts who make the collection of china their hobby are reminded by the hints given by Mr. Hobson that, if they are not to be imposed upon, they must pursue their pleasure very seriously and very earnestly. The author points out that special attention must be given to paste, glaze, and decoration, as the safest guides to the acquisition of genuine specimens, "marks being regarded as of secondary importance." Nevertheless he gives fairly complete lists of Continental and English marks, as well as some characteristic examples of the Chinese and Japanese. It will be seen that, even with clearly expressed directions of an expert like the author, buyers of old china need to be very alert. To be able to distinguish the genuine from the imitation it is necessary to cultivate a keenness of perception in sight and touch, and then to acquire experience by practising it. The author gives plenty of reliable information on this point, and adds as much technical in-



Plate 1.—Imari Ware, Seventeenth and Eighteenth Centuries.

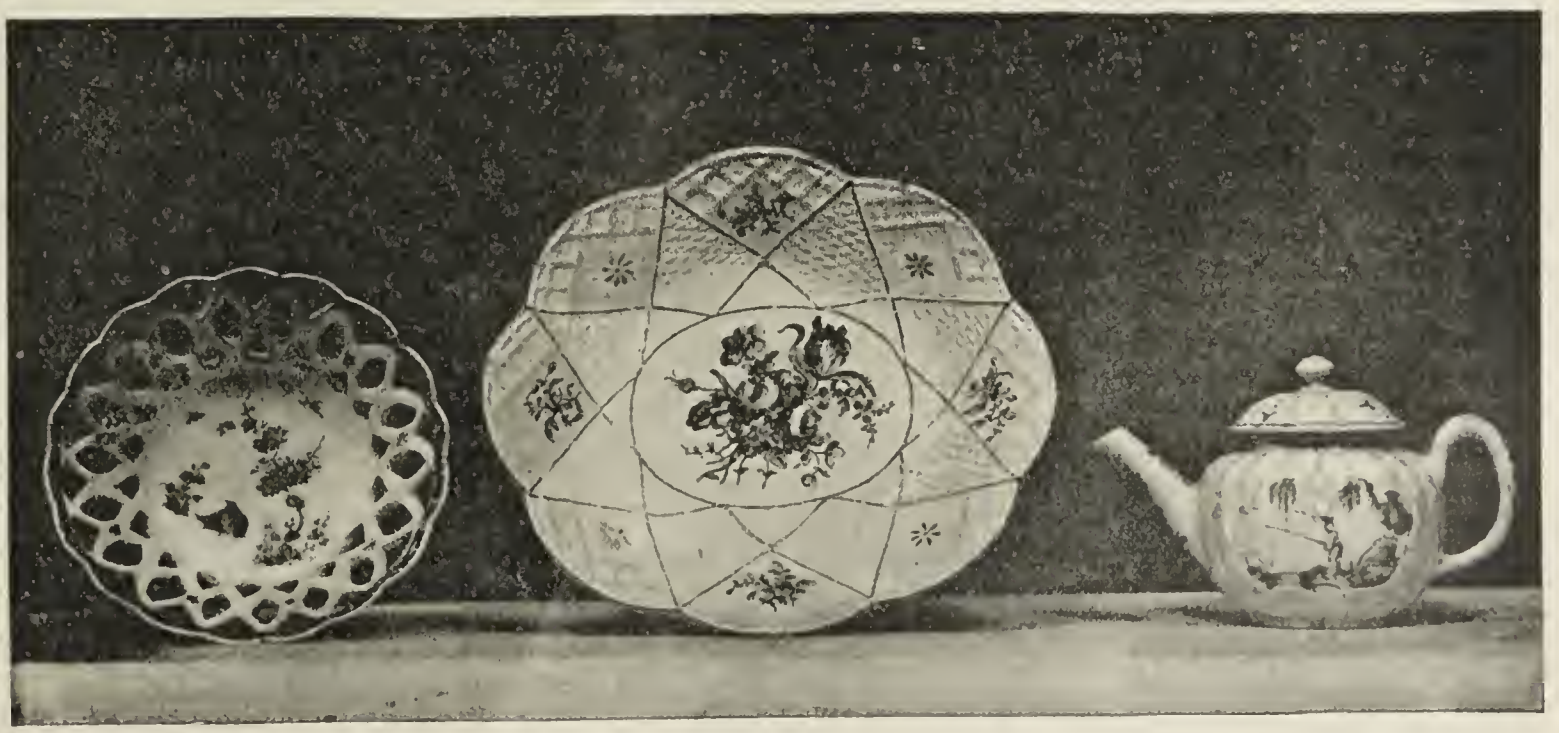


Plate 2.—Early Bow, Over-Glaze Enamels, and Low Relief Ornaments.

struction as amateurs will be able to make use of. There are 230 pages of really interesting matter and a copious index. The work is illustrated by forty-nine well executed plates, and nearly 200 figures of makers' names and marks. As a frontispiece there is a beautiful coloured plate of a tall vase (15¾ inches high) in Worcester porcelain, of the period 1770. The decoration comprises exotic birds on an island, with foliage and flowers depicted in an oviform panel on blue ground.

Mr. Hobson refers to the invention of porcelain by the Chinese, points out the difference between hard and soft paste, gives a rapid sketch of the development of porcelain manufacture by the Chinese and Japanese, and then describes the introduction of the industry into Europe. The various Oriental types of porcelain are minutely detailed, the numerous Continental and British factories are mentioned, and their characteristic productions described and illustrated. Chinese porcelain naturally claims considerable attention, no fewer than seventy-two pages of very interesting matter being devoted to it, while half that number suffice for Japanese productions. In view of the friendly alliance between Britain and Japan, probably readers may be additionally interested in what Mr. Hobson has to say about the ceramic wares of that marvellous nation. As a matter of fact, however, the majority of china lovers in this country know more about Japanese, than about Chinese pottery. "Imari," "Satsuma," "Kioto," "Kaga," and "Seto" wares are familiar in our shops. The author explains that while the Chinese with few exceptions despise earthenware, "in Japan the originality and ingenuity of the potter has found its highest expression in earthenware and stoneware, fine examples of Satsuma and Kioto wares ranking among the most beautiful creations of the potter's art. Compared with these, Japanese porcelain is of secondary importance, though to the Western eye it includes much that is desirable." Japanese porcelain has always been imbued with foreign influences. This is accounted for by the fact that a considerable portion of it has been, and is, made to please foreign purchasers. The Chinese model is always evident in Japanese porcelain, but, as the author points out, "the superior artistic instincts of the Japanese have never failed to impart a beauty of their own to the decoration, and indeed in several instances they have provided a model for their masters." In Plate 1 we give illustrations of three pieces of "Imari" ware, the decorations on which will be familiar to most of our readers. The enamel paintings on the dish and the vase are associated with the name of an early potter named Kakiemon. His model was the red and green Ming porcelain, but his superior Japanese taste evolved an infinitely purer and more artistic style of decoration. Discarding the underglaze blue, he worked with few enamels of clear rich quality. The ornament was slight, but effective, consisting mainly of floral medallions—the bamboo, plum and pine, with fluttering birds, &c. The author says it is impossible to speak too highly of this beautiful ware, with its fine ivory-white surface and chaste decoration in pure and brilliant enamels. The third piece in Plate 1 is a dish (also "Imari" ware) decorated with chrysanthemums, modelled in low relief. The date of this is the eighteenth century. The originals of these three are in the British Museum.

After describing the productions of the principal Continental manufactories, the author sketches the history of British porcelain from 1671 (when "Dwight, the brilliant potter of Fulham" claimed to have solved the mystery of porcelain manufacture), down to the production of Pinxton and Rockingham. The chapter on Bow is very interesting. Mr. Hobson discredits the tradition that the Bow factory was in existence as early as 1730, and fixes 1744 as the date of the first attempt at porcelain making in the district. "The early ware can scarcely be distinguished from that of Chelsea, the same models being used in some cases at both factories."—"The Bow factory seems to have catered for the tavern and the table more than for the drawing room"—an exception, however must be made in the case of figures. "To distinguish between Bow and Chelsea figures is not always an easy task." The ordinary ware was painted in blue under the glaze or overglaze enamels. In Plate 2 we illustrate three specimens of early Bow from the British Museum. The first figure is that of a basket with "Partridge" pattern. It is an enamel painting after the style of Kakiemon—a bird with a spray and flowers. The second figure is a dish panelled in segments, lattice border, and flowers painted in colours. A good specimen of the blue-painting in Chinese style is seen in the dainty vignettes on the tea-pot shown in the illustration. The printers and binders have done their work well—and in characteristic fashion. The front cover is appropriately embellished with sundry pottery marks. The work is well written, and is what it professes to be—"a Book of Handy Reference for Collectors."

Legal.

A Disputed Account.—At the County Court, Hanley, on the 14th ult., Messrs. F. Wood & Son, engravers, Hanley, sued Messrs. Poulson Bros., Ltd., earthenware manufacturers, Ferrybridge, for £4 16s. 6d., the balance of an account. Defendants counterclaimed for 15s., the value of a copper plate they had sent to plaintiffs to be re-engraved, and which had not been returned. It appeared that defendants sent eight copper rollers to plaintiffs to be engraved for the decoration of a set of willow pattern dishes. The plaintiffs said that the whole of the rollers were engraved and duly sent to defendants, but the defendants denied the receipt of a small roller for the 6 in. dish, this forming the subject of the counter-claim. The evidence in the case was very conflicting, but in the end his Honour, without commenting on the facts, gave judgment for the plaintiffs on the claim and on the counter-claim.

Unwelcome Visitors at a China Warehouse.—Ed. Chaplin, and W. Isted were recently charged, at Worship-street Police-court, with being concerned with another not in custody, in breaking and entering a warehouse at 144, Kingsland-road, and stealing therefrom china goods, value £16. The premises are in the occupation of a glass and china merchant, and were left safe at the close of business on Friday night. A side entrance, giving access to the yard at the rear of the warehouse, was closed by a pair of high gates. As two police-constables were passing the gates they saw a man's feet disappearing beneath through the space between the gates and the pavement. A search resulted in the discovery of the prisoners and a third man, who escaped. It was found that the back door of the warehouse had been forced, panels having been broken out to get at the lock. Cardboard boxes full of foreign china, tea sets, &c., had been carried out into the yard ready for removal, and a "jemmy" was found in the yard. It was said the place had been broken into three or four times within a few months, and much valuable china stolen. Mr. Mead committed the prisoners to the Sessions for trial.

A Claim for Travelling Expenses.—In the City of London Court, on May 31, an action was brought by Mr. F. G. Edwardes, commercial traveller in the china and glass trade, 45, Elder-avenue, Crouch End, against Robert Johnston & Co., china and glass merchants, 92 and 93, Fore-street, E.C., to recover the sum of £11 16s. 3d., due under a contract of February, 1902, by which the defendants

agreed to pay the plaintiff certain travelling expenses. Mr. Andrews, plaintiff's counsel, said that Mr. Edwards had been a traveller in the service of the defendants for thirteen years, and he was a man of considerable experience in his trade. He was paid a salary of £150 a year and a commission, and for many years he had to travel in England only. During that time he was paid £1 a day for travelling expenses. Then he was directed to go to Ireland for his firm, and he pointed out that he could not travel in that country for less than 25s. a day. The defendants agreed, in a letter of February 19, 1902, to allow the plaintiff 25s. a day "for the expenses of your future journeys in Ireland." Plaintiff went to Ireland and was paid the extra 5s. a day for several journeys, but then it was not sent him, the money being stopped quite unceremoniously. Things went on haphazard, because cheques were drawn on account, and final settlements were arrived at when journeys were completed. The plaintiff had to pay 10 per cent. of all bad debts, and that was another reason why the accounts were not cleared right up as they otherwise might have been. The plaintiff continued travelling for the defendants, and the sum now claimed was for the 5s. a day extra expenses, after deducting £17 for bad debts. The plaintiff, having given his evidence in support of his counsel's statement, the Judge asked the plaintiff if he had not lost all claim to the 5s. extra by consenting to the reduction. He had gone on travelling on the old terms, and by his conduct he had been a consenting party to the deduction. Mr. Andrews said that the plaintiff had never given up his right to the 5s. The contract which was made to pay the money was a definite one, and it could not be repudiated except by a specific contract. The Judge: But he goes on taking the £1 a day. It would not have struck me that travelling in Ireland costs more than in England. It evidently does, or the plaintiff would not have asked for it. The plaintiff said the reason was that at first he only travelled in glass for the defendants; then he had to travel in china as well, and the cost of taking heavy samples about the country was much greater than simply glass. The defendants told him the contract had been repudiated; but he replied that that was quite untrue. Mr. Johnston, the defendant, said the plaintiff's contract was made by a man who was now dead. It was an unfortunate contract. They paid the plaintiff £1 a day for travelling expenses while he travelled in glass; but when he started to travel in china as well they decided to give him 25s. a day, at his urgent request, as an experiment only. They paid it for a time; but then the contract to pay the 25s. was discontinued, because they discontinued trading in china, owing to the new venture not proving remunerative. When the extra money was knocked off, plaintiff again claimed it. They told him they would not pay it, and that if he did not care to go on travelling in Ireland at £1 a day he need not go at all, and they would make other arrangements. But he went. Therefore the plaintiff had waived his claim to the extra money. The plaintiff said that was the very thing which he did not do. The Judge said he was placed in the very awkward position of having two contradictory statements to decide between. Mr. Johnston added that they had been in the habit of employing travellers for thirty years and they all went to Ireland on £1 a day. He did not say that the plaintiff agreed to the reduction from 25s. to £1 a day; but he went away on his journey, and that showed that he agreed to the alteration. The Judge further remarked that the fact that the plaintiff went on his journey was very much in favour of the defendant, but he did not know whether the plaintiff thought that the defendant would pay the money after all, although the defendant demurred. Plaintiff: I was never told I could go on £1 a day if I wished. I told them I would continue at 25s. a day. Mr. Johnston: I have no recollection as to that. Judge Rentoul: That ends the matter. Mr. Johnston: I am certain I never said that. The Judge said he must find for the plaintiff for the amount claimed, with costs.

The Risk of Shipping Bottles.—In the City of London Court, on June 11, before His Honour Judge Lumley Smith, K.C., an action was brought by Moore, Nettlefold & Co., 15, Seething-lane, E.C., against M. H. and J. E. Matthews, shipowners, 52, Leadenhall-street, E.C., to recover the sum of £40 1s. 4d., damages for the loss of certain packages of glass bottles entrusted to them. Mr. Garnett, plaintiffs' counsel, said the plaintiffs were glass bottle manufacturers, and in November last they received several orders from customers in Cardiff for consignments of glass bottles to be supplied. The plaintiffs were in the habit of sending their glass bottles by two different rates, according to whether they were sent at owners' risk or at the risk of the company who took them. In the case in question they had recently been in the habit of sending glass bottles by sea, as the carriage cost less, and, in November last, they employed the defendants to convey six tons of glass bottles from London to Cardiff. When the plaintiffs knew that the goods had been accepted by the defendants for conveyance to Cardiff, it was the custom for the plaintiffs to cover the risk by insurance and, in the event of them being lost, the insurance company would indemnify the plaintiffs. On November 21, in consequence of the defendant company putting the plaintiffs' glass bottles on deck instead of below in the hold of the vessel, they were washed overboard in a storm, and the plaintiffs had been deprived of the opportunity of insuring against the risk of carrying on the deck of the steamer because they did not know that the defendants would convey a deck cargo from London to Cardiff in the month of November when the weather was often very bad. The plaintiffs were assured by the defendants that the goods would be taken by the steamer, and stowed in the usual way in the hold of the vessel. The custom in the Port of London was not to ship glass bottles on deck without the consent of the shippers, and in the present case that was not done. One of the plaintiffs' clerks, having spoken to engaging the freight for the bottles with the defendants, Mr. Walter Tyrrell, who had been in the service of the plaintiffs for some years, said after the defendants had accepted the goods they said they would be unable to take them. Then he went round and had a discussion, and the defendants said there was no room for the bottles to be put in the hold of the vessel and that they would have to be left out until the next week's steamer could take them. Witness remonstrated, and said that if he were a shipowner he would adhere to his contract "even if it became necessary to nail the goods to the mast." It was untrue that he told the defendants that whatever happened the goods must go by that particular steamer, because their customers were in a hurry; nor did he say that the defendants might "hang them round the funnel if they liked." Had the defendants told them that the glass bottles would have to be carried on deck an extra insurance fee could have been paid so that the risk would have been covered. His customers were in a hurry for the glass bottles, but it was quite untrue that he had ever sanctioned them being carried on deck. Mr. C. Rowbottom, shipbroker, said that glass bottles were always conveyed below hatches unless the contract stipulated to the contrary. He would not convey such goods on deck unless he had permission of the shippers, and then he himself would take the risk by insuring. He would only put goods on deck which were of a bulky nature. Judge Lumley Smith, K.C., said it seemed to him that the deck of a vessel was an improper place to put glass bottles on. For the defence, the defendants' managing clerk said no binding contract

was ever entered into by them to ship the goods in question. They told the plaintiffs they would do so if they could; but, at the last moment, it was found impossible. Then the plaintiffs literally prayed to them to take the goods, "even if they hung them round the funnel." That he took as permission to put the goods on deck or, indeed, anywhere so long as they went. Plaintiffs' customers were in a very great hurry for them, as Christmas was approaching, and they were urgently needed. Corroborative evidence having been given, Judge Lumley Smith, K.C., said he was satisfied that until Mr. Tyrrell went to remonstrate there was no contract for freight. There was a contest between the parties as to what really took place. He was satisfied, however, that the defendants' people told the plaintiffs that the ship was booked full up, and that if the glass bottles went at all it could only be on deck at owners' risk. Plaintiffs had agreed to that; and, in fact, the plaintiffs did not mind how the goods went so long as they did go. The bottles were stowed on deck with the consent of the plaintiffs and at their own risk. That being so, there was no claim against the defendants at all. He gave judgment for the defendants, with costs on the higher scale, owing to the importance of the case.

AMONGST SUBURBAN DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from p.* 699.)

STREATHAM.

H. Windsor & Co., china and glass dealers, Staffordshire House, 137, High-road, Streatham, S.W., have a glass and china shop of the old type—that is to say, it is a china shop, and nothing else. There are many new shops in Streatham, and many of the older ones have been rebuilt, but "Staffordshire House," I imagine, presents much the same appearance to-day as it did some dozen or more years ago. I do not say this disparagingly, for it is a good retail shop. It is not very wide, but lofty and deep. The business has been in the Windsor family for nearly a quarter of a century, and there are families in the neighbourhood who have been customers for the greater part of the time. When Mr. Windsor went to Streatham, and for some time after, it was almost the only glass and china shop in the neighbourhood. For several years they did principally a family trade, and kept practically everything in pottery and glass usually required in the household. But what are called the improvements in the district have not improved their trade. Mrs. Windsor says the conditions of trade have altered very much for the worse, as far as glass and china is concerned. Their old customers used to get all they wanted in their line from them, and if they did not happen to have exactly what was required, their customers would wait while they got it for them. But many of these have left the neighbourhood, and the newcomers have different ideas about shopping. The complaint I have so often heard lately was repeated at Streatham. Local residents buy their sets in town, and "patronise" the local shops for oddments only, or for such other things as are wanted suddenly. There is really no necessity for this, because Windsor & Co. keep a very large and nicely varied stock, principally in good middle-class lines, while they have also an attractive show of best goods. They say they get on comfortably with their old customers, but they do not find the new residents so reasonable. "They want everything so cheap," said Mrs. Windsor. She says their experience is that middle-class families are not so desirous of having good china and glass as they used to be. The first consideration is to buy cheap goods. Still, the firm show a good assortment of better class lines, so they are able to supply them when wanted. The stock of middle-class and cheaper goods, however, is very complete, and though business is not so good as it might be, in the face of competition by drapers, ironmongers, and others, Staffordshire House remains what it has always been, a glass and china shop proper.

Pratt Brothers, 50 to 58, High-road, Streatham, have a large and attractive glass and china shop. They have several other shops as well, comprised in one handsome block of buildings. The firm are complete house furnishers, and have separate shops for each department of house furnishing. Pottery and glass are important factors in the proper equipment of any house, and, recognising this, Messrs. Pratt have assigned a really fine shop for the sale of these household requisites, and have placed it under capable management. Drapers and furniture dealers sometimes keep a few cheap tea sets, toilet services, and flower vases, as attractive side lines to their regular stock, and offer them almost at cost price to customers for other goods. This practice has been prejudicial to the regular dealer in pottery and glass, but the objections to it do not apply to a separate china shop, where goods are sold on their own merits. The china shop of Messrs. Pratt is as distinct from their other businesses as though it were a mile away. Of course, the great advantage of having the different branches of house furnishing in one block is that customers who are furnishing throughout can be conveniently taken from the furniture to the drapery, and from the drapery to the pottery and glass. The shop was originally constructed with one large window, and a recessed entrance at each side, with the doors some four or five feet from the front case. This affords an excellent view of the contents of the window from each side, as well as from the front. I suppose one entrance was found to be sufficient, so the door at one side has been closed, but the recess is retained, thus preserving the original uniformity of what is a handsome window display. The shop is a large one, with an extensive assortment of goods well arranged. Miss A. M. Finch has the sole control of the business; she buys the stock and is responsible for its arrangement and sale. Her qualifications for the position are shown in the selection of goods, and in their judicious and effective arrangement. Miss Finch has acted as buyer and as manager of the department for about six years. In that time, I am informed, a sound family trade and a good counter trade has been fairly established. A high-class trade is cultivated, and good medium, and best qualities are stocked. Miss Finch had a careful training under an experienced buyer in a high-class business, and has a thorough knowledge of the trade in best goods. This, no doubt, was the qualification which commended her to Messrs. Pratt. Be this as it may, she has shown her ability to conduct the first-class business they aimed at. In the shop there is a grand display of high-grade useful and ornamental pottery and glass. Most of our leading china and glass factories are represented, and their goods are shown to the best advantage. Great taste is displayed in the arrangement of the stock, and every facility is afforded for careful inspection by intending purchasers. The latest shapes and decorations are shown, and the stock, generally, is well up to date. The firm do a good business in supplying china, glass, plate, and cutlery for weddings, balls, pic-nics, dinners, &c., on hire. This is a business that might be more extensively undertaken by members of the trade.

(*To be continued.*)

The "Pottery Gazette" Diary, 1907, is now in preparation, and in order that copies of the Diary may reach our subscribers in Australia, New Zealand, South America, and other distant parts well before the end of the year, it will be finally closed for press on September 8.

Foreign Notes.

Potters' Clay to the weight of 9,517 tons was imported at Nantes during 1905. No import of this article was recorded at the port in 1904.

John Aynsley & Sons, china manufacturers, Longton, have appointed as their New York agent Mr. James Douglas, of 24, Park-place, in that city.

China Clay to the weight of 37,600 tons was imported during 1905 at Stettin, from the United Kingdom, Sweden, and Norway. The import weighed 40,175 tons in 1904 and 38,538 tons in 1903.

A Russian Pottery Company.—The M. S. Kussnetzoff Porcelain Co. has closed its seventeenth working year (1905) with a net profit of £36,417, against £41,329 in 1904. It was decided at the general meeting to distribute £26,703 amongst the shareholders.

Crockery and Glassware are among the articles mentioned by the British Consul at Rosario (Argentine Republic), as finding a ready market in his district. The imports of these goods in 1905 were valued at £203,847 (approximately) as compared with about £168,310 worth imported in 1904.

Glass and China in Mexico.—Glass bottles for ordinary purposes and cheap china and earthenware are supplied by Germany. Fine glass comes from the United States, while the finer grades of china and earthenware are provided by the United States, and, in a lesser degree, by the United Kingdom and France.

The Costa Rican Pottery Tariff.—The following new custom duties have been recently imposed in Costa Rica : Crockery—Plain and without any colour or relief, 10 cents per kilo ; adorned, coloured or with relief work, 15 cents per kilo. China—Plain, without colour or relief work, 20 cents per kilo ; adorned, coloured, or with relief work, 25 cents per kilo.

American Potters Busy.—Advices from East Liverpool, Ohio, U.S.A., state that owing to the unusual activity in the pottery trade this year fully 34 manufacturing plants in the above city will dispense with the summer vacations of from two to three weeks. The manufacturers declare they are behind with their orders as a result of a shortage of gas during the winter season, and new business accumulating necessitates the potteries being operated to the limit throughout the summer.

Shipments of Porcelain from Bordeaux in 1905 showed a decline of 3,518 cwts. compared with 1904, the total exportation being 84,785 cwts. of which 67,598 cwts. were sent to the United Kingdom, a falling off from 1904 of 5,280 cwts. Pottery and faïence had also declined, the total exported under this head in 1905 being 5,953 cwts. In the exportation of glass (chiefly bottles), there was an increase for 1905 of 38,828 cwts., the total amounting to 292,174 cwts., of which 53,134 cwts. were taken by the United Kingdom.

Coffee-cups find a good market in Turkey. The Austrian Consul at Adrianople states that 50 per cent. of the commoner kinds used in that district are supplied by Germany, and 70 per cent. by Austria-Hungary. As to the general pottery trade, he reports that it is nearly all supplied by Germany. Italian faïence could compete as regards price, but the quality is inferior. The Belgian wares are even poorer than the German. Eighty per cent. of the porcelain imported comes from Austria-Hungary, and the remainder from France. These countries also supply coffee cups of a better class than those mentioned above.

British and German Trade Marks in China.—The German Government has concluded an agreement with the British Government, similar to those already existing with France, Holland, Italy, Belgium, and the United States, for the mutual protection of trade marks in China. The agreement provides that German Consular judges in China shall be directed to take proceedings against persons subject to their jurisdiction who illegally use a trade mark duly registered in Germany by a British subject. The British Government, on its part, has agreed that a German subject can take action against a British subject before the British Consular Courts.

The Charge for Packages in the States.—The proposition to supply free packages is still under discussion by potters in the United States. Of course, there is no intention to find packages for nothing. The original idea was to add a fixed percentage to the cost of goods, and thus avoid the objectionable separate charge for package and packing. The great difference in the cost of packages for the different kinds of ware, however, makes it difficult to fix upon an all round percentage to be added to cover cost of package. The percentage that would need to be added to the cost of certain goods would cause the buyers of some other kinds to pay more for packages than they pay now.

British Pottery and Glass at Boston.—Although no details are obtainable as to the quantities of crockery and glass imported from the United Kingdom and sold in Boston, U.S.A., the British Consul has ascertained that for fine British crockery there is a good market, and such as "Minton," "Wedgwood," "Copeland," "Cauldon," "Ridgway," and "Royal Worcester" sell well and are imported to a considerable extent. For the cheaper class of goods of this sort there is no market. Fine glassware also sells well. The same remark as to the ordinary qualities applies as in the case of crockery.

The American Pottery Industry.—According to the official report, the pottery industry throve during 1905. The price agreement was broken early in the year, and caused some disturbance in the industry, but by the end of the year matters had so adjusted themselves that normal conditions prevailed. It is the general impression among producers that the products for 1905 will be greater than for 1904, but that the value of the output will be about the same. The importers of pottery during 1905 will probably show a falling off, possibly explained by the fact that the quality of the ware made by American potters is steadily improving. The prospects for 1906 in all branches of the clay-working industries seem to be very bright. The potters seem to be unable to procure satisfactory supplies of American kaolin, although a considerable quantity of this material is used in paper-making.

A French Pottery District.—A correspondent of a Lancashire paper gives the following account of the road towards Coutances :—"Commencing at the approach to Les Tuileries and continuing as far as Vaubadon, almost every other house claims to be an art pottery works, and one sees some truly quaint specimens of their handiwork lying about in evidence of their owner's occupation. In spite of this there are no dirty ovens in sight, nor does there appear to be any smoke or grime caused in the manufacture. The ovens we saw appeared to have no egress for smoke, or else they were not in work. We saw scores of ornamental pot wine or water barrels lying out in the sun for their preliminary drying, and vases for gardens, and tiles, and drain-pipes. One of the works, rather more pretentious than the rest, had a sign out in French with a so-called English translation underneath. The author had gone out of his way to translate "Poterie artistique" into "Artistical pottery."

Packing Pottery for America.—A British Consular report from Portland, Oregon, U.S.A., contains the following :—At two of the large department stores I found that British-made crockery ware was being retailed by them in competition with the American ware, in one store at the

rate of 75 per cent. and at the other 80 per cent. in preference of the British. At the wholesale houses I find a very strong sentiment in favour of the American product; the greatest objection to the British appeared to be in the mode of shipment in crates, instead of in barrels or boxes, the wholesale dealers asserting that there is a larger percentage of breakage in the crates, and that they are unwieldy, necessitating the handling of the crockeryware two or three times and increasing the percentage of breakage before the same is finally received by the retailer. If packed in barrels and boxes each consignment could be sent on direct to the retailer without breaking bulk. I was assured that if the British firms would pack the goods as required by the local market a great deal more would be sold in this district, as everything else is in favour of the British ware.

The Californian Borax Mines.—So far as is yet known the terrible earthquakes which have done so much damage in California have not affected one of the most interesting industries of that richly-endowed yet unsecure country—the borax mining. The largest mines are found in Death Valley, the two principal ones being known as the Amorgosa Borax Deposits and the Monte Blanco Borate Mines. They are of enormous extent, but until very recently they were quite remote from the railway, and the conveyance of the product to the station presented almost insurmountable difficulties. Even now lengthy journeys, occupying days, have to be taken before the nearest railway, a small branch line, is reached. Formerly, the distance from the mills in Death Valley to the nearest railway was 165 miles. Over this distance all supplies for the camp, as well as all the manufactured borax, had to be hauled. The wagons used for this purpose were the largest vehicles ever made, and carried 20,000 lb., taking as many as eighteen, twenty, and even twenty-four mules to pull them. More modern hauling appliances are now used, as is shown by our illustration.



United States Trade Mark Law.—Several important changes are proposed in the new Currier Trade Mark Bill, which it is expected will become law during the present session. To avoid a multiplication of registrations of one trade mark (as at present) it is provided that "The Commissioner of Patents shall establish classes of merchandise for the purpose of trade mark registration, and shall determine the particular description of goods comprised in each class. This will be a decided advantage to manufacturers. Section 3 of the Bill, as originally drafted, provided that any foreign manufacturer maintaining a "commercial establishment" in the United States should be accorded, so far as the registration and protection of trade marks used on the products of such "establishment" are concerned, the same rights and privileges that are accorded to owners of trade marks domiciled within the United States. This was objected to as giving foreign manufacturers who had only a small office in the United States privileges which should be restricted to actual produeers. The amended section reads:—"Any owners of a trade mark who shall have a 'manufacturing establishment' within the territory of the United States."

An English Vase in the United States.—The "Boston Evening Transcript" of May 29, contained a paragraph from which we extract the following:—"An unusually important and beautiful piece of modern ceramic art is now on exhibition in the new store of the Jones, McDuffee & Stratton Co., in Franklin-street. It is a vase, thirty inches high, from the Royal Doulton porcelain works in England, elaborately painted by the well-known English porcelain decorator, Beresford Hopkins, whose subjects are pastoral landscapes with cattle. The base and top portion of the vase are gilded, and the painted surface harmonises admirably with the gold above and below. The artist has also manifested his knowledge of pictorial effect and his ingenuity in design by the tactful adjustment of the scale of his painted decoration to the size and shape of the object decorated. The landscape motives are exceedingly pleasing and reposeful, consisting of a series of vistas which take in attractive glimpses of lakes, mountains, groves, and fields, and which are divided in panels by the device of utilising groups of tree trunks to separate the different vistas from one another." The new store referred to above was described in the issue of the POTTERY GAZETTE for last December.

German Glass Companies' Profits.—The Saxony Glass Works, of Radeberg, Germany, earned 442,323 marks gross during 1905, out of which they declared a dividend of 26 per cent., as against 23 per cent. in 1904. They manufacture a general line of pressed glass and bar ware, of which the annual output is valued at 2,000,000 marks. The A.G. für Glasfebrikation, Berndorf, formerly operated by Hoffmann Bros., declared a dividend of 1 per cent. out of the profits of 1905. In 1904 they did not declare a dividend. Lamps, lamp chimneys, and a general line of illuminating articles are made. The yearly output is valued at 1,000,000 marks. The report says that owing to the company having a large number of unfilled orders on their books when manufacturers advanced prices, which had to be filled at the low price, the profits of the company were greatly reduced. Also during the year they rebuilt two of their furnaces, which was paid for out of the year's profits. The Oldenburg Glass works, of Oldenburg, with a capital of 850,000 marks, earned during 1905, 40,137 marks net. They declared a dividend of 4½ per cent. In 1904, the net earnings were 45,017 marks, and the dividend paid was 5 per cent. This company manufactures bottles of all kinds exclusively, of which they produced 25,000,000 during 1905. Six hundred and seventy workmen are employed.

The Pottery Trade in Moscow.—A recent Consular report states that there is a steady, though not very large, import of china, glass, &c., in Moscow, though there are several Russian firms that turn out excellent wares. There is a fair amount of British goods to be seen locally, though mainly only in the best shops. Russians usually are very pleased when they can purchase British goods, but it is the high prices that keep off would-be purchasers. Local taste, demands, and customs must be consulted in supplying this market, as the Russian table demands shapes and sizes which are not in vogue at home. The two main suppliers of these goods are Germany and the United Kingdom, the latest available figures (in roubles) being :—1901 : Germany, 867,000 ; United Kingdom, 249,000 ; total, 1,366,500. 1902 : Germany, 786,000 ; United Kingdom, 218,000 ; total, 1,311,000. 1903 : Germany, 1,010,000 ; United Kingdom, 225,000 ; total, 1,453,000. 1904 : Germany, 735,000 ; United Kingdom, 159,000 ; total, 1,090,000. There is a large demand in Russia for fancy tiles for paving halls, &c., and for facing stoves, which are in every Russian house. The generality of this demand is supplied by the local manufactories, but a certain amount is imported, mainly of the better sorts and of fanciful designs. There is also a certain demand for sanitary fittings.

British Pottery at San Francisco.—In view of the probability that large stocks of glass and pottery will be ordered for San Francisco as soon as the rebuilding of that ill-fated city has got well under weigh, it is interesting to note that the Consular report for 1905 states that a steady demand for decorated high-grade British china continued throughout the year and no change is noted in comparison with 1904. H.M. Consul adds :—In the glass and pottery trade the following figures have been given me by my informant, showing the importations of earthenware and china from the United Kingdom into the United States from 1895 to 1905 :—1895, 121,314 packages ; 1896, 88,167 ; 1897, 80,646 ; 1898, 65,189 ; 1899, 72,690 ; 1900, 64,210 ; 1901, 53,072 ; 1902, 47,908 ; 1903, 55,271 ; 1904, 51,868 ; 1905, 45,000 (estimated). The value of British importations for 1904 and 1905 were respectively $3,212,000 and $2,804,000, as against German importations of $4,815,000 and $4,770,000. In the same connection an American trade paper remarks :—San Francisco has for years been the centre of the glass and pottery trades on the Pacific coast. Some of the largest jobbing houses in the United States were to be found in the fated city. Some of the department stores contained probably as fine and artistic a collection of glass and pottery, both foreign and domestic as could be seen in any city in the Union. From the energy shown in securing temporary quarters and making a quick resumption it is evident that the trade in that section are determined to hold the reputation gained by them in the past.

Two Old Potters.—With regret we learn from a correspondent that the brothers William and Samuel R. Cartwright, respectively president and vice-president of the Cartwright Brothers Company, of East Liverpool, U.S.A., died recently within a very short time of each other. They were both born in Burslem, but went with their parents to the United States when they were children. William was then ten, and Samuel five years of age. The former returned to Staffordshire very soon, where he remained until he was nearly twenty years old, when he again went out, and made the United States his permanent home. Samuel was never again located in England. They both had learned the pottery trade practically, William being engaged with a manufacturer named Manley, whose business he ultimately took over. Later on he took his brother into partnership, and afterwards his sons and his nephew, a son of Mr. Samuel. William Cartwright was seventy-one years of age, and was greatly respected by all knew him. He suffered from an affection of the liver, and though able to move about had not attended to business for some years past. He was a director of the Potters' National Bank, and was interested in some other companies. Samuel R. Cartwright had suffered for some time from dropsy. His friends, however, had not regarded his condition as serious, yet he died with comparative suddenness only thirty-six hours after the death of his brother. The lives of these two men—the oldest pottery manufacturers in East Liverpool—had been strangely linked, even for brothers. They were intimately associated in private life and in business, and the frequency of their appearance together in the streets was often commented upon. They had that striking similarity in dispositions and habits which is so often noticed in twins, and, as if to attach them more than ever to each other, they married sisters. The sons of the deceased brothers—Mr. Ambrose J. Cartwright and Messrs. W. H., F. H. and John T. Cartwright continue the business under the old trade name, and as they had long been in practical control of it, the position at the works remains unchanged. Thus, two more of the original links between the Staffordshire and the Ohio potteries are broken.

WARNING TO POTTERS.

When a-shooting you go, as you probably know,
You should always be sure of your aim,
If you just shut your eyes, and pop off at the skies
You will never get very much game.

And when fishing, as well, so I've heard people tell,
You must give 'em the bait that they like.
Take care what you're about and don't angle for trout
With a tackle intended for pike.

When to wed you've a mind, if you flirt you may find
You are finally left in the lurch.
While attentions well paid to one suitable maid
Should at length bring her safely to church.

Now it's such a mistake manufacturers make
When they other advertisements try ;
While the Trade Journal goes just exactly to those
Who from them are most likely to buy.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR MAY, 1906.

	Quantities.				Value.			
	Month ended 31st May.		Five Months ended 31st May.		Month ended 31st May.		Five Months ended 31st May.	
China or Porcelain, and Earthenware.	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany ..... cwts.	4,502	5,657	19,687	25,386	£6,534	£6,488	£26,268	£31,143
,, France ..... ,,	5,191	2,342	18,088	16,942	5,013	5,545	25,106	25,617
,, United States of America ..... ,,	38,116	36,739	182,623	187,520	44,555	37,363	222,829	223,324
,, Brazil ..... ,,	8,427	10,258	47,259	65,123	7,526	9,195	37,412	47,780
,, Argentine Republic ..... ,,	42,975	50,959	190,024	181,499	12,410	17,144	60,100	75,177
,, British South Africa ..... ,,	19,092	14,544	114,167	108,014	11,692	9,004	56,802	55,076
,, British East Indies..... ,,	14,046	25,052	119,643	126,589	8,836	13,625	58,007	65,956
,, Australia ..... ,,	8,887	14,731	61,099	56,271	10,665	15,219	66,276	66,623
,, New Zealand ..... ,,	3,224	6,890	23,465	23,087	4,058	8,574	28,521	29,647
,, Canada ..... ,,	32,403	35,130	92,235	99,591	22,590	21,249	74,701	86,384
,, Other Countries ..... ,,	61,744	91,644	292,627	378,313	44,544	53,424	190,949	224,499
Made up as follows:								
Porcelain, Chinaware, and Parian .. ,,	2,884	1,135	11,463	9,994	11,551	7,617	60,906	60,484
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	105,605	111,396	473,506	517,665	126,144	140,471	577,385	648,489
Jet, Rock'm, and Glazed Terra-cotta ,,	330	34	1,733	540	387	86	2,328	1,055
Red, Stone, Brown and Yellow Ware ,,	118,222	168,108	614,257	677,014	25,404	30,758	126,508	133,677
Other Sorts (including Electrical and Chemical Ware) ..... ,,	11,566	13,273	59,988	63,122	14,937	17,898	79,844	87,521
Glass.								
To British South Africa.....value £	—	—	—	—	108,547	3,955	434,926	37,858
,, Other Countries .. .. ,,	—	—	—	—		120,921		474,126
Made up as follows:								
Plate Glass ..... cwts.	11,568	14,504	45,681	56,477	15,009	19,242	63,856	83,161
Flint Glass ..... ,,	5,282	4,779	26,534	22,957	15,771	14,320	76,118	75,115
Glass Bottles ..... gross	64,370	73,039	257,013	306,400	43,055	47,026	166,060	194,346
Glass Manufactures, other sorts.... cwts.	39,911	52,302	142,378	181,621	34,712	44,288	128,892	159,362

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR MAY.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian..cwts.	3,813	4,581	21,572	20,262	£18,991	£20,436	£92,277	£95,516
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	33,545	28,318	143,692	136,764	62,522	58,241	263,106	262,150
Jet, Rock'm, and Glazed Terra-cotta ,,	117	42	306	3,777	157	205	456	1,387
Red, Stone, Brown and Yellow Ware ,,	1,735	2,891	4,725	15,693	1,075	796	3,259	3,835
Other sorts (including Electrical and Chemical Ware) ..... ,,	725	1,737	3,342	9,056	1,285	2,769	6,760	13,092
Window and German Sheet Glass ,,	83,035	126,200	398,551	627,049	50,908	70,692	238,152	352,465
Plate Glass ..... ,,	34,829	30,498	195,479	154,252	42,839	38,701	237,157	199,853
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass ,,	67,823	72,033	295,624	342,370	111,398	117,032	496,307	565,205
Glass Bottles..... gross	144,581	140,852	646,351	637,089	59,140	57,881	260,941	265,460
Glass Manufactures, other sorts....cwts.	8,495	3,138	37,412	19,961	13,981	5,497	72,466	28,355

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR MAY.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian ...cwts.	1,385	967	9,060	7,801	£5,670	£4,750	£33,610	£33,225
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ,,	2,715	447	7,833	2,791	5,173	1,004	14,602	6,513
Jet, Rock'm, and Glazed Terra-cotta ,,	—	2	9	19	—	6	55	74
Red, Stone, Brown and Yellow Ware ,,	8	—	21	405	26	—	53	855
Other sorts (including Electrical and Chemical Ware) ..... ,,	4	50	28	65	14	100	81	309
Window and German Sheet Glass ,,	177	1,297	2,460	7,998	137	720	1,409	4,239
Plate Glass ..... ,,	529	135	2,470	1,425	1,361	184	3,745	2,173
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ,,	8,375	1,124	19,127	10,300	16,643	3,368	40,330	21,974
Glass Bottles ..... gross	1,353	1,980	10,617	10,206	529	1,409	6,009	5,938
Glass Manufactures of other sorts ..cwts.	604	807	5,503	2,751	1,123	1,682	13,653	6,710

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, April 26 to May 30, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to May 30, 1906. Packages.	Corresponding period 1905. Packages.
To Boston	733	570	3,015	2,970
„ New York	540	573	2,301	2,705
„ Baltimore	1,597	1,041	5,958	5,109
„ Philadelphia	79	68	605	525
„ New Orleans	305	457	1,564	1,763
„ Newport News	161	201	552	375
„ San Francisco	115	28	455	277
„ Portland, Me.	27	25	368	285
„ Galveston	48	97	368	213
„ Portland, Or.	89	37	576	176
„ Inland Points	720	1,296	5,179	7,630
Total	4,414	4,393	20,941	22,028

A NEW LONDON DEPARTMENT STORE.

(BY OUR OWN CORRESPONDENT.)

WEST London has been surprised at the extent and magnificence of the new premises of Messrs. Waring & Gillow, Ltd., near Oxford Circus. Nothing like the "New Warings" has been seen in this country before, and to emphasise that fact the company introduced quite a new feature in opening their shop. It seems wanting in respect to describe the seven-story storehouse of goods for sale as a "shop," and yet as it is a building in which goods are sold by retail it is a shop. After all, the old-fashioned word shop is a more dignified description of the company's palatial place of business than "stores" would be. Whatever it implied when first used, the word "stores" has lost much of its prestige by its indiscriminate application. The magnitude of the present undertaking, with very nearly three miles of galleries of displayed goods, leads one instinctively to think of the great Department Stores on the other side of the Atlantic. There may be larger stores there, but there is none more conveniently arranged or more luxuriously equipped. The substitution of short, irregular, but artistically designed arcades of glass cases, for front windows is at once ingenious and unique. Ladies who delight in "shopping" (as distinct from buying things) will be greatly interested in the ample display of femininities that may be inspected in these arcades without entering the building. A whole week was devoted to enabling visitors to inspect the premises before sales commenced. The arrangements were excellent, and those provided with tickets of admission were able to pass, by a well indicated route, through the entire building with comfort. Messrs. Waring & Gillow have made the production of artistic furniture their especial study. They have now adapted their organisation and plant to the provision of everything connected with the furnishing of a house. They are dealing in china and glass, ironmongery, table and bed linen, turnery, brasswork, books, stationery, clocks, jewellery, plate, cutlery, and, in short, everything used in and about a house. While still supplying those who can afford expensive things, they announce their intention of catering for every class of the community. They say that they will supply those who have to limit their outlay with inexpensive yet artistic requisites. With the view of assisting buyers, they assist those who are house-furnishing by showing the full requisites of five model houses, ranging from a country cottage at £100 to houses at £200, £300, £500, and £750. In each of these houses customers see exactly the furniture, carpets, draperies and other requisites he will get for his money. Then there are great show-rooms where all things pertaining to house-furnishing can be obtained separately. We have only space to refer to the china and glass department. This occupies three galleries on the third floor. There are lifts, so that there is no trouble in ascending. A good show of high-class—the very highest—porcelain is made in stands ranged round one section of the imposing "Rotunda" (or well) in the centre of the building. This passes through all the floors and is surmounted by a glass dome. It is ninety feet high, and is richly ornamented. The stands round this attractive feature are most appropriate for high-class china, because of the exceptionally good light, both from the dome and from the usual windows. This section is devoted to best goods and many choice pieces are shown. The department is under the management of Mr. Penman, who has had considerable experience in connection with the best class of trade. The other galleries contain a large variety of useful and ornamental goods. The better classes seem to predominate. The firm state that they keep goods suited to all buyers and no doubt this is so, but the splendour of the whole establishment, and the aristocratic locality, seem to indicate that the better class of goods in all departments will be in greatest demand. Customers may depend upon buying tasteful wares. That is a strong point with the company—to supply only goods that are artistic in form and ornamentation; but they claim that by reason of the magnitude of their dealings they are able to do this on the most economical basis. No sales were being made at the time of our visit, but all articles are in course of being marked in plain figures, so that shopping should be easy enough. That the company are bent on making a great effort to give satisfaction is indicated in the offer they make that if not found satisfactory, goods will be exchanged at any time within three months, or the money will be returned. This, we take it, refers to a suite of furniture, &c., or a service of china or glass. It can hardly be expected to apply to small purchases. As a display of the artistic resources and capabilities of the famous firm, the inauguration of "Waring's New Building" was a complete success.

WHEN trade is brisk and you daren't risk
New work on hand to take,
For fear through stress and business press
The contract you might break,
Don't stop your "ad.," you'll yet be glad
In slacker times to find
You've fixed the fame of your good name
On some new buyer's mind.

Our Export Trade in China, Earthenware, and Glass
For 1905.

FROM a Board of Trade Blue Book, published last month, we extract the following particulars, showing the total value of Exports of China, Earthenware, and Glass, etc. (Manufactures of the United Kingdom), during 1905:

CHINAWARE OR PORCELAIN, AND EARTHENWARE, viz.:	
Porcelain, chinaware, and parian	£176,421
Earthenware (including semi-porcelain), majolica, and glazed hearth and wall tiles	1,408,962
Jet, rockingham, and glazed terracotta ware	4,223
Red pottery, stoneware, brown and yellow ware ...	310,156
Other sorts (including electrical ware, door fittings, and chemical ware)	198,461
Total of chinaware, &c. ...	£2,098,223
CLAY:—Unmanufactured	£585,774

GLASS:—Plate	£165,922
Flint, plain, cut, or ornamented, and other manufactures of flint glass (except bottles)	191,347
Bottles	425,330
Manufactures (other sorts)	324,730
Total: Glass	£1,107,329

The following are the EXPORTS (Manufactures of the United Kingdom) TO THE VARIOUS COUNTRIES during the last two years.

PORCELAIN, CHINAWARE and PARIAN:	1904. £	1905. £
To Germany	2,849	4,000
,, Belgium	2,674	2,142
,, France	7,138	6,640
,, Spain	1,998	1,341
,, Persia	2,564	45
,, United States of America	71,113	89,999
,, Brazil	5,371	1,991
,, Argentine Republic ..	4,380	4,119
,, Other Foreign Countries..	15,775	13,822
Total to Foreign Countries	113,862	124,099
To British West Africa ..	3,144	3,080
,, Cape of Good Hope ..	6,065	4,842
,, Natal	3,007	2,347
,, British India	9,352	10,154
,, Australia:		
Western Australia ..	1,305	562
South Australia ..	5,470	1,669
Victoria..	3,416	2,304
New South Wales ..	7,231	6,995
Queensland	683	111
Tasmania	154	128
,, New Zealand	15,663	4,861
,, Canada	12,237	11,028
,, Other British Possessions	6,858	4,241
Total to British Possessions	74,585	52,322
Total ..	188,447	176,421

EARTHENWARE (including semi-Porcelain, Majolica, and Glazed Hearth and Wall Tiles):		
To Russia	11,854	19,599
,, Germany	31,058	49,138
,, Netherlands	11,526	30,444
,, Belgium	14,098	31,385
,, France	15,995	42,040
,, Egypt	8,680	7,988
,, China	9,858	12,999
,, United States of America:		
On the Atlantic ..	440,464	383,903
,, Pacific ..	24,934	16,429
,, Cuba	10,305	12,121
,, Mexico	13,594	14,043
,, Peru	8,455	7,327
,, Chile	11,,62	17,569
,, Brazil	48,956	57,863
,, Argentine Republic ..	49,100	53,504
,, Other Foreign Countries..	59,615	93,345
Total to Foreign Countries	770,254	849,697
To British West Africa ..	15,280	17,472
,, Cape of Good Hope ..	49,952	47,681

EARTHENWARE (including semi-Porcelain, Majolica, and Glazed Hearth and Wall Tiles) *continued:*	1904. £	1905. £
To Natal	34,218	39,116
,, British India:		
Bombay	18,537	25,190
Madras	4,093	2,003
Bengal	12,239	13,005
Burmah	24,398	14,158
,, Australia:		
Western Australia ..	12,222	11,344
South Australia ..	14,289	12,554
Victoria..	45,043	44,507
New South Wales ..	35,415	40,478
Queensland	11,926	13,332
Tasmania	5,515	5,604
,, New Zealand	50,429	60,621
,, Canada	167,689	159,107
,, Other British Possessions	45,006	52,093
Total to British Possessions	546,251	559,265
Total	1,316,505	1,408,962

Jet, Rockingham, and Glazed Terra-Cotta Ware:		
Total to Foreign Countries	2,587	2,056
To Natal	1,827	82
,, Australia	4,002	268
,, Other British Possessions	3,631	1,817
Total to British Possessions	9,460	2,167
Total ..	12,047	4,223

Red Pottery, Stoneware, Brown and Yellow Ware:		
To Russia	8,836	4,542
,, Germany	8,379	5,815
,, Netherlands	6,555	7,526
,, Belgium	14,532	10,852
,, France	4,459	5,501
,, Spain	4,717	3,435
,, Egypt	4,277	4,138
,, United States of America	13,611	9,588
,, Cuba	7,549	12,657
,, Brazil	11,417	24,475
,, Argentine Republic ..	32,443	56,492
,, Other Foreign Countries	31,092	28,917
Total to Foreign Countries	147,867	173,938
To Cape of Good Hope ..	52,192	28,615
,, Natal	18,263	13,837
,, To British India:		
Bombay	17,265	14,830
Madras	1,829	11,525
Bengal	4,217	4,736
Burmah..	2,242	836

Red Pottery, Stoneware, Brown and Yellow Ware *—continued:*	1904. £	1905. £
To Straits Settlements ..	2,807	3,335
,, Ceylon	3,051	2,628
,, Australia	15,534	11,773
,, New Zealand	9,058	7,622
,, Canada	17,611	11,071
,, British West India Islands	5,653	3,834
,, Other British Possessions	23,079	21,576
Total to British Possessions	172,801	136,218
Total ..	320,668	310,156

OTHER SORTS (including Electrical Ware, Door-Fittings and Chemical Ware):		
To Russia	13,713	2,996
,, Denmark	10,166	3,466
,, Germany	32,501	10,159
,, Netherlands	19,640	5,489
,, Belgium	13,856	5,442
,, France	34,976	8,114
,, United States of America	5,159	8,129
,, Chile	8,513	12,045
,, Brazil	16,782	20,093
,, Argentine Republic ..	14,997	19,155
,, Other Foreign Countries..	40,166	41,140
Total to Foreign Countries	210,469	136,228
To British West Africa ..	5,264	4,472
,, Cape of Good Hope ..	7,251	8,494
,, Natal	4,920	4,928
,, British India	10,914	12,485
,, Australia	9,927	11,371
,, New Zealand	3,965	3,956
,, Canada	5,785	7,872
,, Other British Possessions	10,162	8,655
Total to British Possessions	58,188	62,233
Total ..	268,657	198,461

CLAY, unmanufactured:		
To Russia	35,585	32,616
,, Sweden	9,717	10,790
,, Germany	49,978	64,313
,, Netherlands	57,309	53,174
,, Belgium	60,750	54,640
,, France	38,590	38,127
,, Spain	13,122	14,317
,, Italy	19,813	20,466
,, United States of America	215,271	239,022
,, Other Foreign Countries..	17,755	18,673
Total to Foreign Countries	517,890	546,138

EXPORTS (Manufactures of the United Kingdom) to THE VARIOUS COUNTRIES—*continued.*

	1904.	1905.
CLAY (unmanufactured)—*continued:*	£	£
To British East India ..	13,644	19,026
,, Australia	2,269	2,595
,, Canada	19,633	15,017
,, Other British Possessions	4,402	2,998
Total to British Possessions	39,948	39,636
Total ..	557,838	585,774
GLASS—Plate:		
To Denmark	1,323	804
,, Germany	15,044	19,424
,, Netherlands	2,625	3,247
,, Italy	2,798	5,181
,, Egypt	2,636	1,968
,, China	1,190	1,600
,, Japan	2,024	9,281
,, United States of America	2,554	4,583
,, Argentine Republic ..	1,452	5,010
,, Other Foreign Countries..	6,903	9,927
Total to Foreign Countries	38,549	61,025
To Cape of Good Hope ..	10,287	6,746
,, Natal	9,431	9,859
,, British India	12,432	20,722
,, Australia	5,932	9,917
,, New Zealand	11,766	14,712
,, Canada	27,977	36,909
,, Other British Possessions	6,882	6,032
Total to British Possessions	84,707	104,897
Total ..	123,256	165,922
GLASS—Flint, Plain, Cut, or Ornamented, and other Manufactures of Flint Glass (except Bottles):		
To Russia	3,872	1,029
,, Denmark	2,549	1,697
,, Germany	7,825	12,614
,, Netherlands	4,268	3,050
,, Belgium	4,645	3,615
,, France	4,480	4,621
,, China	3,187	4,734
,, United States of America	24,475	27,113
,, Chile	2,591	2,506
,, Brazil	2,944	3,024
,, Argentine Republic ..	5,038	7,636
,, Other Foreign Countries..	19,586	17,587
Total to Foreign Countries	85,460	89,226

	1904.	1905.
GLASS—*continued:* Flint, Plain, Cut, or Ornamented, and other Manufactures of Flint Glass (except Bottles):	£	£
To Cape of Good Hope ..	13,044	11,411
,, Natal	6,527	9,242
,, British India:		
Bombay	11,266	13,784
Madras	1,546	3,252
Bengal	12,022	14,273
Burmah	3,943	3,328
,, Straits Settlements ..	2,915	3,500
,, Australia:		
Western Australia ..	2,518	1,896
South Australia ..	1,340	1,847
Victoria	6,060	6,608
New South Wales ..	6,695	5,180
Queensland	1,617	1,389
Tasmania	608	405
,, New Zealand	8,041	7,891
,, Canada	5,721	4,875
,, Other British Possessions	13,995	13,240
Total to British Possessions	97,858	102,121
Total ..	183,318	191,347
Glass Bottles—		
To Netherlands	1,316	2,560
,, Belgium	4,796	6,956
,, France	5,305	8,267
,, Portuguese East Africa ..	3,296	5,289
,, Spain	1,567	1,579
,, Egypt	6,935	8,277
,, China	3,143	2,664
,, United States of America	57,091	65,977
Philippine Islands ..	2,264	1,720
,, Cuba	6,721	8,736
,, Brazil	1,490	1,370
,, Argentine Republic ..	6,708	7,931
,, Other Foreign Countries..	19,432	23,668
Total to Foreign Countries	120,064	144,994
To Cape of Good Hope ..	40,040	31,243
,, Natal	30,280	26,289
,, British India:		
Bombay	20,611	20,864
Madras	3,588	3,525
Bengal	13,075	11,692
Burmah	23,725	18,213

	1904.	1905.
GLASS—*continued:* Bottles—*continued:*	£	£
To Straits Settlements ..	11,287	11,369
,, Australia:		
Western Australia ..	14,139	10,518
South Australia ..	6,068	6,958
Victoria	20,968	28,265
New South Wales ..	30,570	25,517
Queensland	8,084	9,591
Tasmania	2,845	1,323
,, New Zealand	17,122	17,129
,, Canada	13,054	12,064
,, British West India Islands	15,481	16,851
,, Other British Possessions	32,363	28,925
Total to British Possessions	303,300	280,336
Total	423,364	425,330
Glass Manufactures, other sorts:		
To Denmark	16,675	22,348
,, Germany	19,841	20,569
,, Netherlands	2,598	2,373
,, France	3,150	3,123
,, Spain	2,260	2,386
,, Italy	3,959	6,602
,, Turkey	3,637	1,615
,, United States of America	59,911	59,312
,, Brazil	4,015	4,295
,, Argentine Republic ..	9,050	13,326
,, Other Foreign Countries..	14,738	20,161
Total to Foreign Countries	139,834	156,110
To Cape of Good Hope ..	10,585	9,147
,, Natal	11,020	10,556
,, Australia	15,797	19,451
,, New Zealand	14,284	15,660
,, Canada	71,258	96,330
,, Other British Possessions	17,183	17,476
Total to British Possessions	140,127	168,620
Total	279,961	324,730

A CHANNEL TUNNEL—FROM A COMMERCIAL POINT OF VIEW.

(COMMUNICATED.)

THE question of the construction of a tunnel, bringing Great Britain into direct communication with the whole European Continent, is not a new one. The matter has been discussed for more than half a century on both sides of the Channel, and so long ago as 1875 designs for two independent tunnels, running parallel at a distance of twenty feet apart, were prepared. Of course, with the public generally on both sides the desire was to avoid the unpleasantness of sea-sickness. There cannot be the least doubt that the establishment of direct land transit between Dover and Calais would greatly increase the passenger traffic both ways. On personal grounds, then, a tunnel would be a distinct advantage. It will be remembered that when the promoters of the tunnel commenced some experimental works, about twenty-three years ago, there was a vigorous protest against the tunnel on the ground that it would afford facilities for an invasion. Whether on that account alone or not is uncertain, but the Board of Trade did not favour the scheme, and in 1882 obtained an injunction which stopped further progress with the works. The promoters believe that there has been a great change in public opinion since then, and the cordiality of the friendship between France and England reduces the probability of the tunnel ever being used for warlike purposes. But, in the event of such an unhappy and unlooked for contingency, it is pointed out that adequate means can be easily provided for blocking the tunnel by blasting; and further, if necessary, for flooding it. Believing that those prejudices against the scheme have been removed, the subject has been revived, and the promoters propose that it shall be again submitted to Parliament. In view of its probable discussion in the House of Commons, the promoters of the scheme have approached many of the leading manufacturers of to-day for their views on the commercial advantages of a tunnel, and they also direct attention to the evidence offered by well-known commercial witnesses examined before the Joint Parliamentary Committee by whom the subject was considered in 1883.

As far as our own trades are concerned (and we do not propose now to refer to any others) the great advantages of a tunnel communication with the Continent would be, in the convenience and rapidity of transit and in the prevention of breakages. The transit of goods of a fragile nature would

be effected without the delays and damages which are inevitable with transport by rail to a port, transhipment by steamer, transference again to the rail, and further transport by railway. Pottery could be carefully packed in the Potteries, and unloaded once only—at the place of destination on the Continent. But it must be remembered that a Channel tunnel would also give these advantages to our Continental competitors. Indeed, under present conditions, it would afford greater facilities to foreign manufacturers than to our own. Our goods are blocked by a tariff as soon as we have got over the difficulties of transit; on the other hand, foreign productions already enjoy too many facilities for entering our market without toll of any kind. It cannot be advantageous to our manufacturers to increase those facilities. The adjustment of the tariff question should be our first consideration. It is the greater question of the two, and that once settled on an equitable basis we shall be free to discuss the Channel tunnel. Other things being equal, there cannot be the least doubt that a direct land transit between Dover and Calais would be a decided advantage to our pottery and glass trades. Messrs. Thomas Forester & Sons, Ltd., in answer to a communication from the promoters express their opinion "that if a tunnel is constructed between England and the Continent trade would be benefited by the easy method of transit." Messrs. Thomas Agnew & Sons, Old Bond-street, London, who are accustomed to transmit fragile and other valuable consignments to the Continent, write under date of April 6 last: "We certainly think that a tunnel under the Channel would be a benefit to British trade." In giving evidence before the joint Select Committee of the House of Lords and Commons, in 1883, the late Mr. Godfrey Wedgwood spoke strongly of the advantages of such a tunnel to the Continental trade in pottery. In answer to an inquiry by the Chairman (the Marquis of Lansdowne) Mr. Wedgwood explained that his goods had to undergo upwards of ten loadings and unloadings before reaching their destination on the Continent, and when asked how many of these removals would be avoided if he was able to send his goods by a Channel tunnel, he said:—"We should carry the goods to the railway truck and our packers would pack them there, and the goods would not be disturbed until they reached the town abroad where our customers resided." The truck would run from the station at their works to, say, Milan." Mr. Wedgwood then added (and it must be remembered that this was more than twenty years ago), "Continental manufacturers have beaten us out of our market in Italy, and that is entirely due to the fact that German manufacturers are able to pack in bulk, and have no transhipment and no unloading from their works to the destination of the goods, where the duty is charged on the net weight of the goods, whereas English manufacturers are charged duty upon the gross weight." In further evidence Mr. Wedgwood said his firm's trade with the Continent "was absurdly small compared with what it might be if it was not for the hindrances with which they had to put up with in consequence of the heavy charges for carriage, package, and duty." We should place the last-named first. The greatest obstacle we have to contend with in our trade with the Continent is the duty charged on our goods. Common sense dictates that if we cannot get that removed or reduced, we should at least charge equivalent duties on goods coming from the Continent here. A direct land transit between Calais and Dover would assist foreign manufacturers of pottery and glass more than British manufacturers. No; however desirable a Channel tunnel may be we must change our fiscal policy before we carry out a project which, under any circumstances, will be as advantageous to our competitors as to ourselves.

RECENT FINDS AT SILCHESTER.

LAST month there was an interesting exhibition (which was closed on June 19) at Burlington House of the "finds," by the Silchester Excavation Committee, during 1905. The discoveries made from time to time on the site of what was once an important Romano-British City, have been periodically referred to in these pages. The revelations have hitherto been of interest to the antiquarian and the student of history, while the excavations of the foundations of houses and other Roman buildings in the eighteenth century had a fascinating interest for every intelligent reader. But it is claimed that the "finds" of last year, which were recently exhibited, are of exceptional interest to manufacturers of pottery, and, indeed, to all lovers of the oldest of human manufactures. There were many other curious relics well worth notice, but I propose only to refer to those which are directly associated with our own industries.

As our readers are aware, in many instances, fragments only are available, but these have been so carefully collected and arranged that the original forms can be safely conjectured while the ornamentation is distinctly recognisable. There are numerous fragments of Samian ware—importations into Britain from Gaul. There is a case full of fragments of red-glaze ware with patterns incised with a wheel, and decorations in relief. These also are importations from Gaul. A collection of painted pottery represents the early stages of red-glazing. Another case contains a group of New Forest, Caistor, and other pottery made in Britain. Necks of glass bottles and other fragments of glassware have been recovered, and a very curious glass relic is a portion of a pane of window glass found on the site of one of the houses unearthed. This has a green tint, and is only semi-transparent. A few small vases or urns are nearly intact. There is a large collection of miscellaneous pieces, including the bases of candlesticks, handles of amphoræ, &c., many pieces have the makers' stamps impressed on them. Amongst examples of sculpture there is an unfinished winged altar, and a block, evidently intended to be fashioned into the semblance of a lion couchant, though part only of the head has been outlined. Fragmentary pieces of tessellated pavement have also been found. The pottery discoveries of last year are useful additions to those previously made, though they do not disclose any absolutely fresh features, Interesting as these pottery finds are, they are, of course, merely incidental in the remarkable disclosures resulting from the work of the excavation committee. Those interested may obtain further information on the subject by addressing the Honorary Secretary, W. St. John Hope, Esq., Burlington House, W. The committee will be glad of subscriptions to assist them in the further excavations intended. At Silchester there have been obtained evidences of the existence of a civil population, with purely civil institutions.

The Bottle Import of India during the year ending March 31, 1906, amounted to 70,591 cwt. in weight, and £42,629 in value. The chief sources of supply were—United Kingdom, £29,373; Germany, £9,667; Straits Settlements, £2,884. The share of Germany has made most progress during recent years.

The word "Porcelain" is said to be derived from the Portuguese word porcella, meaning "little pig." A certain shell, being shaped like a hog's back, was named porcelana, and this shell was used to some extent in the arts by being carved into cameos and personal ornaments. These became known as porcellana wares, and when the new material became known its likeness to the shell work was recognised. It thus acquired the French name porcelaine, or, in English, porcelain.

SOME FAMILIAR FACES IN THE POTTING TRADE.

MR. J. W. BISHOP (BISHOP & STONIER, HANLEY).



(FROM OUR OWN CORRESPONDENT.)

TO our portrait gallery of "Familiar Faces" we are enabled this month to add the photograph of Mr. James Watson Bishop, the genial head of the progressive and well-known firm of Messrs. Bishop & Stonier, of Hanley. Forty-four years spent in the busy life of the manufactory have in no way abated Mr. Bishop's enthusiasm for business. From his residence at Stone he journeys daily up to Hanley and superintends the whole of the transactions of his extensive firm, devoting attention to the manufacturing and artistic, as well as the commercial sides, and setting his staff an example in energy which would put many a younger man to shame. With his work-people he is immensely popular, and in few houses are the relations existing between employer and employed of a more thoroughly cordial character In private life he is known as a staunch and cheery friend, a welcome companion and a generous giver. Optimism is stamped all over his face, and one feels that even if the potting industry were yet more difficult than it is, Mr. Bishop is one of those who would, by sheer force of character, triumph over all obstacles and earn for himself, as he has done, the title of a justly successful and widely esteemed man of business.

The family of Bishop, or Bisshop as the name was formerly written, has a most interesting history. At one time they belonged to Tillington Court, Co. Hereford, and subsequently were Lords of various manors in Dorset, Hants., and Surrey. The earliest recorded ancestor of the family named in the Heralds' Visitations was a John Bysshop, who married one Agnes Burguillon in the reign of Richard II., and appears to have died about 1390. The grandson of this couple commenced what proved to be a lengthy connection with the Farnham district of Surrey, and their great grandson commenced the family's association with Tillington Court, Hereford. His heraldic arms bear the family motto "Pro Deo et Ecclesia." This crest is frequently repeated in the later pedigrees of the family. An entry relating to the family appears in the journals of the House of Commons under the date Die Martis, 1 Decembris, 1646, as follows:—"Resolved that this House doth nominate and appoint Richard Bishopp, Esquire, to be Sheriff of the County of Southampton, and that the Commissioners of the Great Seal of England do issue a Commission to him to be Sheriff of the said County accordingly." This Richard Bishopp advanced money to the king in aid of the Royal cause, and there is, or was, until recently, amongst the family papers, a letter from King Charles to him, acknowledging a "loan" (sic), and thanking him for the assistance he had given. The first of the family to become identified with North Staffordshire was Mr. William Bishop, the grandfather of the subject of our present sketch. He was born on March 22, 1786, and in 1810 married Mary, the daughter and heiress of Charles Chatterley, Esq., of Shelton Hall, Hanley. Their third son, the late Mr. Frederick Bishop, of the Mount, Penkhull, Stoke, was born in 1815, and married Miss Eliza Agnes, second daughter of Mr. James Watson, of Toutley Hall, Berks. Mr. James Watson Bishop was the second son of this union, and was born on February 1, 1847. It is a fact worthy of notice, that, on his mother's side, Mr. Bishop has a connection with the family of Sir Walter Scott. His maternal grandfather, James Watson (who was also his godfather, and after whom he is named), was a cousin german of the famous novelist. Mr. James Watson's brother, John Watson, took the name of Gordon and beeame Sir John Watson Gordon, R.A., one of the favourite portrait painters of his day. Sir John Watson Gordon and another brother, Henry, were often at Abbotsford with their cousin, Sir Walter Scott, and Sir John painted several portraits of the author of "Waverley," one of whieh used to be and probably remains now in the National Gallery, Edinburgh. His memory is perpetuated by a Watson Gordon "chair" at Edinburgh University. So much for a brief historical account of the family; we turn now to matters more directly concerning the firm.



MR. J. W. BISHOP.
Photo by H. J. Gover & Co., Hanley.

The business of Messrs. Bishop & Stonier was established in 1851, under the style of Livesley, Powell & Co., Mr. Frederic Bishop, father of the present head of the firm, being the "Co." In 1866 Mr. Livesley went out of the partnership, and the firm assumed the style of Powell & Bishop, which, twenty-seven years ago, when Mr. J. Stonier joined, was again changed to Powell, Bishop & Stonier. Mr. Powell died in 1890, and Mr. Frederic Bishop in 1891. Mr. J. W. Bishop had come into the business immediately after the August "Wakes" in 1862, and he and Mr. Stonier continued in partnership until the latter gentleman died in February, 1897, since which date the control of the firm has been entirely in the hands of Mr. Bishop. As already stated, Mr. J. W. Bishop was born in 1847, on February 1. He was educated at Cheltenham College, and after leaving that institution went straight into the business. In 1876 he married Adelaide, daughter of Mr. Harry Coghill, of Newcastle-under-Lyme, and there are four sons and two daughters of the marriage. The eldest son, Mr. Dunbar Frederic Watson Bishop, who is now associated with his father in the business, was educated at Rugby and Cambridge, and came out twenty-eighth wrangler during his career there. Mr. Bishop has also another son at Cambridge at the present time. Although, to-day, devoting himself principally to his business, Mr. Bishop, in his earlier years, took an active part in public

work. He has been a J.P. for the County for twenty years. and is a Governor of Alleyne's Grammar School, at Stone. He is also a Trustee of the living of Holy Trinity, Southwell (Notts.). He was a member of the Committee of the Hanley School of Art before the school was taken over by the Hanley Corporation; and, in this connection, it should be mentioned that Mr. Bishop is himself a draughtsman of no mean talent, and his artistic knowledge has proved of much value to the business. Of the productions of the firm of Bishop & Stonier it is not necessary to speak at much length, for they are very well known. Their three works at Hanley: the Stafford-street Works, the Church Works, and the Waterloo Works, have a constantly increasing output of china, semi-porcelain, oriental ivory, earthenware, and white granite; and much of the development which has taken place is due to Mr. J. W. Bishop's energy and enterprise. To-day, the firm have not only an extensive connection in the home market, but are also represented in New York, Paris, Ontario, Winnipeg, Sydney, and Melbourne. At the Stafford-street Works all kinds of ware for domestic, hotel, club, restaurant, and shipboard use are made; the Church Works, High-street, is largely occupied in the production of granite ware and semi-porcelain; and at the Waterloo Works, Nelson-place, the manufacture of their high-class china, of which Her Late Majesty Queen Victoria purchased several sets, is carried on. While many houses have been satisfied to go on producing the same things in the same patterns, year in and year out, Messrs. Bishop & Stonier have struck out a line for themselves, and in a walk through their manufactories one cannot fail to notice how varied is their assortment of novelties, such, for instance, as flower holders, preserve jars, cruets, cups and stands for tennis parties and afternoon teas, after dinner coffees, tiny butter holders, tasteful little cream jugs, and a host of sundries of this description. Of the firm, as a whole, it may be said that they are doing much to maintain the high reputation which the Staffordshire Potteries have always enjoyed for excellence of production and commercial integrity, and that the trade fully recognises the fact is sufficiently demonstrated by the constant development which characterises the business. We wish for Mr. Bishop and the business he directs many future years of prosperity and success.

AMONGST PROVINCIAL DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 697.)

HULL.

AN old-established house in Myton-gate, carried on by **Walkington & Co.** as general dealers in fancy goods, has long been identified with the glass and china trade of Hull. Ornamental ware is dealt in chiefly. Vases in many designs, mostly of the smaller sizes, were conspicuous among the stock of the glass and china department at the date of my visit to the premises.

An establishment which has filled a large place in the glass and china trade of Hull, and the history of which possesses much interest in relation to the affairs of the trade in the town, has its location in Commercial-road. A large wholesale business is carried on at the premises in question by **Mrs. Smith,** widow of the late Mr. J. W. Smith, son of Mr. Charles Smith, of Stafford-street, Hunslet-road, Leeds, an old member of the glass and china trade. Mr. J. W. Smith came to Hull, and began business as a wholesale dealer in glass and china, at the warehouse in Commercial-road, and gained the repute of being the only glass and china dealer, exclusively in the wholesale trade, in the town. A large business was worked up, but the death of the proprietor at a comparatively early age threw the responsibility of conducting the business on Mrs. Smith. This duty was discharged bravely and capably, and the business, now of large dimensions, is still carried on by her. I had the pleasure of viewing the storerooms and of observing the extent and variety of the stock held. The collection of fruit dishes and dessert ware was very fine, and embraced a large number of beautiful designs. The array of flower pots of the ornamental kind, again, was large and strikingly ornate. Glass ware was displayed on a long and capacious stand, the shelves rising above the main table, and bearing a great collection of glass of seemingly endless variety as regards form and decoration. The lower ranges of the stand were of English glass; the upper collection was of foreign glass. Mrs. Smith informed me that she stocked practically all of the recognised useful and fancy kinds of glass and pottery ware, and that a feature of the business had been the very large proportion of English pottery and glass which had been stocked and sold. The window was fully stocked with choice examples of the newer artistic toilet ware, flower vases, other vases, flower glasses, and tea sets, the whole forming a striking display of art glass and pottery ware.

A tastefully arranged stock of china and glass ware greeted me at a shop in Porter-street, carried on by **Mrs. Hughes.** The proprietress did not give me a very inspiriting report of the condition of trade in Hull, as far as she knew the state of things, but this was not exceptional. I learned that she had been in the trade about twenty years. Her shop was a bright little place, and was well stocked with the more useful household articles, ornamental goods not being absent. I noticed especially some uniquely pretty jugs, some handsome vases, and many other articles of a kind which find favour as means of imparting an air of art and taste to a room. Goods of this class gave an artistic impress to the shop, and made it attractive from the street.

Articles of the more useful household kinds chiefly, formed the stock of a glass and china depot carried on by **Mr. Mark Tadman,** in Beverley-road. In this case also there was a very free commingling of goods of the ornamental kind—flower glasses, holders, vases, such as are used for the simpler and less expensive forms of house decoration.

In Witham a shop of moderate size, but well and tastefully stocked with glass, china, and earthenware, is carried on by **Mr. H. Smith.** A trade of a domestic kind is done. Some very pretty tea sets and a good representation of inexpensive art ware for home decorative uses were on view at the time of my call.

Of the glass and china warehouses which exist in the more central, residential, and trading part of Hull, that of **Mr. J. J. Caine,** Pryme-street, would speedily come under a visitor's notice. Outwardly the establishment has a fine and imposing window, which is kept well-stocked with modern goods. On entering, a visitor beholds an extensive main show and saleroom containing a large and attractive stock, well displayed on shelves and stands and in cases. One case I found to be devoted to art wares, a rich collection being displayed. One prominent centre stand was a mass of artistic form and colour, fancy glass ware, vases, trinket sets, and other ornamental goods being arrayed upon it in great yet judicious profusion. Mr. Caine courteously led me to the upper part of the premises. Here I found the large main room at the front arranged as the showroom for tea sets and antique wares. The tea sets were displayed on two dark wood tables, which stood in the central part of the room, and were very tastefully arranged, and showed to excellent advantage. Along each side and at one end of the room stood glass cases containing antique ware of different orders, one case in particular presenting a beautiful collection. The premises, I learned, had been

used for the glass and china trade some twenty-six years, the business having been established by Mr. Caine's predecessors. In the course of a short talk which I had with him, the subject of foreign ornamental ware was named. I asked if he thought that the imposition of a duty on foreign glass and china ware would be of much assistance to English manufacturers. "The carriage is so little," Mr. Caine said, "that they (the foreign makers) can compete with the English, wherever they can manufacture. A little in the form of a duty would be of no use at all." "If," I suggested, "there were a large duty?" "The English manufacturer would have a better chance," was the reply. I asked if Mr. Caine thought it would be a disadvantage to the retailer. "No, I don't see that it could be, if they put a small duty on, say, a penny a dozen. The foreigner must sell cheaper than the Englishmen or it is of no use his coming to this country. That is the idea." "But if it were a big, prohibiting duty?" I suggested again. "Well, people must have pots from somewhere. As to its effect on the better-class goods, one cannot say at all," was the answer. After viewing the antique ware and some of the art sets in the ground-floor showroom, I bade Mr. Caine adieu, and left the premises.

Pryme-street, Hull, contains also the premises of **Mr. H. Buckley,** wholesale and retail dealer in glass, china, and earthenware. The shop is a large one, and was, I found, liberally stocked with useful household wares. Mr. Buckley spoke of the extent to which foreign glass and china were now arriving in English markets. "The foreigners," he said, "are cutting out the English in white and gold. They are now trying to cultivate the best class of trade. It is marvellous how many hundreds of thousands of pounds are spent in these trifling things." Mr. Buckley pointed to boxes containing very small and cheap goods. "Take egg-cups, for instance," he said. "I should think a million a year is spent on them. It is all foreign ware." Small foreign goods of the kind I have found to be much in evidence in the North, but more than once the success of foreign makers with these goods has been spoken of to me very lightly, as if English makers cared very little about foreign goods of the kind being sold, so long as the trade in goods of the higher qualities was retained. Yet there is a big sale of the small and cheap stuff. As one North-country dealer informed me: "It is the bread-and-butter stuff that sells," and egg-cups are reckoned of this class.

An old and extensive glass, china, and earthenware business, which comprises four or five shops in Hull, has for a long time been carried on by **Mr. John Wilkinson.** I had an interesting talk with Mr. Wilkinson, at the large shop which he holds at 125, Anlaby-road. "I have had all my life in the trade, and thirty-four years on my own hook," he said, genially. "My father and Oglesby's were the principal people in the trade when I was a lad. The late Mr. Samuel Wilkinson was the founder of the business. He had been in the trade practically all his business life. He had only one place, in Queen-street. I started at 142, Porter-street, thirty-four years ago, and then took 125, Anlaby-road. Then I took 13, Prospect-street, from Robert Bond, and then 59, Anlaby-road. All are in the retail, no wholesale. We do a middle-class trade, a fair all-round trade," Mr. Wilkinson added. In the course of our talk some of the later proposals for improving trade were touched upon. "It is a big question," said Mr. Wilkinson. "I am sitting on the fence. You cannot get a bit of Stourbridge glass nowadays. They buy foreign glass plain, and it is decorated at Stourbridge. I cannot understand the Potteries being such Free Traders. You would have thought they would have gone as strong as Birmingham. If there were tariff reform I dare say it would do us a bit of harm at the start. There is one thing I cannot get over. If we had tariff reform would our working men put such demands forward that it would not be possible to go on, through the trades'-unions putting on so much extra when they saw the trade increasing? That is the only thing I look at—that our trades'-unions would kill the trade. Then the foreigners do things so nice, and put the things up so nicely in one-dozen parcels. They are brought to your door carriage free. If I got sixty gross from Staffordshire they would be all loose. It would take me half a day to put them away, and half of them would be lost in the straw. There is a basket of six dozen, loose" Mr. Wilkinson pointed to a basket which stood near.) "It will take us half a day to put them away. That is a six-dozen basket of foreign egg cups" (pointing to another basket). "We can put them away in half an hour. Still, I believe in sticking to the British manufacturers if we can stick to them. As regards the Association, I have taken (no interest in it, and I will tell you why. Pottery sellers are jealous of one another. Each one can make his own terms, and does so. You can make your own terms all right. They will all give way in little things where they will not in big. I can manage my own business. We never had any disputes with railway companies, and I never have any difficulty with empties. I say that if everyone would send empties back as soon as they are emptied, there would be no disputes. There are lots of things in which I think there would be no disputes if people would only aet straight." Mr. Wilkinson drew my attention to the stock. "We go in for anything, from a common garden pot to a dinner set or a tea set. There is nothing but what we stock," he said. I looked round at the far-reaching ranges of goods. Teapots were in abundant evidence, many being in beautiful and novel designs. Mr. Wilkinson has the assistance of his son John, who is in charge of the branch in Prospect-street. The business in its entirety is a really noteworthy one, and bears eloquent testimony to the industry and energy of those who have had the directing and developing of it.

THE COMPENSATION BILL AND THE POTTERY TRADES.

(BY OUR OWN REPRESENTATIVE.)

MANUFACTURERS and workpeople in the pottery trades have alike taken great interest in the discussions on the Workmen's Compensation Bill. They have reason to do so, for one clause of it at least is of vital importance to them. Many industries will be affected by the clause which places "diseases of occupations" in the category of "accidents" in respect of which compensation may be claimed, but the clause has very special application to the pottery trades. On June 11 a deputation representing the manufacturers and the workpeople had an interview with Mr. Herbert Samuel, the Under-Secretary at the Home Office, to ask for an amendment to that clause of the Bill. Workers in lead—those whose occupations constitute the dangerous branches of the pottery trades—are already subject to strict regulations and inspection under Lord James's award. But if Clause 9 in the Bill is allowed to become law it will include many workers on a pottery who only use colours in which there is a very small percentage of lead, but so small that it is claimed there cannot be any more danger to the user than there is to an artist on canvas. The clause will place printers and their assistants, decorators, gilders, painters, and others in the same class with workers in lead. That those who really work in the lead should be included in the compensation Act is just and reasonable, but no one with any practical knowledge of the manufacture would dream of classifying the work of

printers, painters, and gilders as a dangerous occupation. Dippers and others, who actually come in contact with lead, are provided for by the compensation clauses, but they are subjected to periodical personal inspection, and work under severe conditions. It would be manifestly unjust to subject to the same conditions and regulations a number of workers, male and female, who do not in their work run the least risk of lead poisoning. The points were placed fully before Mr. Samuel, and the deputation were satisfied with the courteous reception he accorded to their views. Following this interview,

A Conference of Manufacturers,

called by the joint committee of the Manufacturers' Association, was held as Stoke-on-Trent, on June 21, to consider the Compensation Bill, particularly the harassing and injurious effect on the trade if the clause above referred to is allowed to stand.

Mr. F. Rawdon Smith presided, and there was a large attendance of manufacturers, not only from the Potteries, but from works in various parts of the country. The chairman said that under the award of Lord James, which manufacturers had loyally accepted, those actually employed in lead processes were scheduled as entitled to compensation if suffering from lead poisoning; but the present Bill would extend the operation of that award to several other classes of employees, who could never be deemed by any effort of the imagination to be in danger of lead poisoning. If the Bill was adopted as it stood, 18,000 additional workers would be unnecessarily subjected to the annoyance of monthly medical examination. The doctors' examination of individual cases took up much time; if medical men were to give the same time to 18,000 additional workers they would have to spend weeks on the factories. It would also be a great loss in wages to the employees to wait their turn to see the doctor. This would disorganise work, and would be a great source of friction with the workpeople. The chairman then said they wanted to have inserted at the end of the schedule of dangerous processes:—"Provided that in any trade or industry conducted under regulations or Special Rules made under any Act of Parliament, and in which the processes involving the use of lead or its preparations or compounds are scheduled in such cases, the said processes for the purposes of this Act shall be deemed to be and include only those processes which are so scheduled, and no other process carried on in that industry." In such processes as they wished to exclude from the operation of the Bill there had never been a case of real lead poisoning in the memory of any man living. The representatives of the workmen had distinctly said that there was no necessity for printers, transferrers, enamellers, decorators, artists, and these sorts of people to be examined. He was glad that for once in their lives the potters had met together without a single dissentient voice.

Mr. William Burton, who had a cordial reception, said they were meeting that day because they realised that they were face to face with a crisis in their industry. The present difficulty had arisen because of the mistakes of the officials in London, who had absolutely no knowledge or experience of the subject they were dealing with. The persons who would be brought under the schedule by the Bill used lead under such admittedly safe conditions that they were exposed to as little danger of injury to their health as an artist was when he painted a picture. Under Lord James's award the trade was being conducted on thoroughly sound lines, and they ought not to have thrust upon them classes of workers who never could have any legitimate claim upon them. At present manufacturers has to insure about 6,500 workers in scheduled processes, but if the Bill became law they would have to insure another 18,000 workers. Then human nature being what it is, it is impossible to tell persons by Act of Parliament they might conceivably have a right to some compensation, without some of them trying to get it. To protect themselves from having "manufactured" or bogus claims thrust upon them manufacturers would have to insist upon a monthly medical examination. Mr. Burton emphasised the fact that the workpeople and manufacturers were of one mind in opposing the Bill so far as it affected the pottery trade, and moved the following resolution:—"That this meeting of manufacturers, representing all classes of the earthenware and china industry, having considered the Workmen's Compensation Bill at present before Parliament, views with alarm the fact that, should it be carried in its present form, it will give a claim to compensation to all printers, transferrers, gilders, enamellers, artists, and decorators, though it is admitted on all hands that no case of plumbism has ever been known to arise as the result of employment in any of those occupations; that the inclusion of the above operatives in the Bill will render necessary the monthly medical examination of a large number of workers, and will consequently involve the manufacturers in a very serious and unnecessary expense and dislocation of business, and at the same time will involve the operatives in a loss of wages consequent on the monthly medical examination; that the Home Secretary be urged to accept the amendment to the Bill as agreed upon between the employers and operatives limiting its operation to the processes included in the schedule to the present special rules, which admittedly embraces all the dangerous processes. Further, that copies of this resolution be forwarded to the Home Secretary and to all the local members of Parliament."

Mr. Edmund Leigh, in seconding the resolution, said manufacturers were not opposed to reasonable amendment of the present Compensation Act, which appeared to be defective in some particulars. He admitted the settlement arrived at by Lord James's award had worked well, and had been of undoubted good to the industry. As manufacturers they had set themselves to work honestly and fairly under the existing scheme, and had discharged their obligations under it to their full extent. They, therefore, thought they had a right to ask for a reasonable consideration of the request now made. Mr. Leigh said the Bill was not specially directed at their industry. The mistake had been made of attempting to deal with industrial diseases in an Act which was primarily intended to deal with accidents. As one of the deputation to London, he referred to the reasonable spirit in which they had been met at the Home Office, and said there was a probability that their amendment would be adopted. The Bill as it stood was calculated to spoil the good feeling that had been established in the trade by Lord James's award. In former years there had been strained relations between the employers and the workpeople, but the adoption of Lord James's Special Rules had brought manufacturers and their workers into closer touch, and a better spirit was manifested. The manufacturers' difficulties were accentuated by certain well-meaning and so-called philanthropists who know nothing about the pottery trade using influence upon members of Parliament and others. If it had not been for those people there would probably have been no necessity for that meeting. Mr. Leigh said the workpeople had supported them in this matter with an authority about which there could be no mistake, and expressed appreciation of Mr. Burton's advocacy of their views in London. He was willing to believe that the authorities in London wished to act fairly, and he trusted that what threatened to be a danger to the industry would be averted. He formally seconded the resolution.

Mr. Arthur Sherwin supported the resolution. Any

experiment in amending the Compensation Act ought to have included other dangerous trades. What they wished to do was to restrict the operations of the Bill to those processes in their trades which had been scheduled. Mr. Sherwin said he should like to refer to the amendment as to compulsory insurance which their friend Mr. Wedgwood had carried a few days before. That amendment did not emanate from the Potters' Insurance Company. He mentioned that because the amendment virtually empowered the Home office to require every pottery manufacturer to insure in the Potters' Insurance Company. It might be right to insist on insurance, but not to insist on insurance in a particular company. He wanted to make it clear that the amendment he referred to was not brought forward on behalf of the Potters' Insurance Company.

Mr. JOHN RIDGWAY eulogised Mr. Burton's able statement of their case, which he had proved up to the hilt. It would indeed be a disastrous day if such an extension of compensation as was set forth in the Bill should ever take effect in the Staffordshire Potteries.

The chairman invited expressions of opinion from outside potters, of whom there were several present.

Mr. E. P. EVANS, managing director of the Royal Porcelain Works, Worcester, was warmly greeted on rising. He expressed his sympathy with the object aimed at, and as one of the outside potters, offered his thanks to the gentlemen who had so ably represented the industry before the authorities at the Home Office. As soon as they had a member for Worcester again he would be asked to support the manufacturers in the action they were taking. Mr. F. T. Maling (C. T. Maling & Sons, Newcastle-on-Tyne) and Mr. H. W. King (T. G. Green & Co., Church Gresley) spoke in support of the resolution. Mr. J. S. Goddard moved a vote of thanks to Messrs. W. Burton, E. Leigh, and A. Sherwin, and to the chairman. Mr. J. C. Bailey seconded the proposition, and said manufacturers were greatly indebted to Messrs. Edwards, Billson, Wedgwood, and Ward, the local members of Parliament, for the assistance they had afforded. Though a political opponent of the members named, he was glad to say this. The votes were respectively acknowledged.

On Tuesday last, at the sitting of the Standing Committee, Mr. Gladstone, for the Government, proposed an amendment conceding the principle of an annuity basis, but confining its operations to cases of permanent disablement. This amendment was agreed to. On the schedule of the Bill which specifies the industrial diseases to which the Bill is to be made applicable, Mr. Herbert Samuel announced that the Government, rather than run the risk of throwing diseases and processes into the schedule pell-mell, proposed without delay to appoint a small committee of experts, probably three in number, who would inquire and report as to which diseases and processes could properly be scheduled. When the report of these experts was received, the Government would at once proceed to give effect to their recommendations by Provisional Order. The Government proposal was accepted, and the amendments on the paper withdrawn. The Committee formally ordered the Bill to be reported to the House.

A Curious Sign.—"Licensed to sell crockery, tobacco, and other necessities for animals" is the quaint sign over a general shop in a North-country town.

Imports into Canada.—The following values are taken from a recently issued return:—Year 1903-4: from United Kingdom, £12,687,000 (£9,237,000 dutiable and £3,450,000 free); from United States, £29,397,000 (£15,940,000 dutiable, £13,457,000 free). Year 1904-5: from United Kingdom, £12,404,000 (£9,271,000 dutiable, £3,133,000 free); from United States, £31,333,000 (£16,197,000 dutiable, £15,136,000 free).

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

WITH Whitsuntide over and the "Wakes" looming up in the not distant future, the potting trade in this district has settled down to a spell of solid, hard work. When the holidays do come they will be appreciated and enjoyed more than they have been for several years past, because the operatives are working harder, and will, or should, have more money to spend. Towards the middle of June trade slackened somewhat in activity, as many large orders which had been in execution for some time past had been completed: but plenty of work remains in hand, and business continues good, so far as the general earthenware trade is concerned, though it is quiet at the china end. Several of the largest firms are quite full up with orders, and as busy as can be. The South American trade has livened up again, but the North American trade is not so good, and disappointment is freely expressed that the demand in the United States remains so stationary. I notice a rather singular discrepancy in the returns as to our American trade for the month of May. According to the Board of Trade figures we sent to the States during the month mentioned British made china and earthenware of the value of £37,363, as compared with £44,555 in the corresponding month of last year, and £52,748 in May, 1904. But on referring to the figures of Mr. E. B. Walker, the American Consul in the Potteries, I find he says that "the declared value of all goods exported from this district to the United States during May was £55,153 7s. 8d., compared with £41,455 19s. 5d. in May, 1905. Of this sum £50,630 5s. 5d. represents the value of the earthenware and china exported, as against £39,324 10s. in May, 1905." Then again, whereas the Board of Trade figures for the five months ended May 31 state that we have sent during that period china and earthenware to the value of £223,324 to the United States, against £222,829 last year, Mr. Walker says that the total value of the china and earthenware exports from North Staffordshire to the United States for the five months was £226,108 2s. 3d., compared with £208,057 12s. 5d. in the first five months of 1905. These figures do not tally at all. The Board of Trade figures refer to the exports of the whole of the pottery producing centres of the country, while Mr. Walker's deal only with the North Staffordshire district; yet, in the latter case, the figures considerably exceed those in the former. The one authority says that during May the whole country exported ware worth £37,000; the other says that North Staffordshire alone sent £50,000. Both authorities cannot be right—which of the statistics are we to believe?

As to the condition of the home market some manufacturers say that things are better. Most of them declare that business is extremely slow; all of them agree that money is very scarce. At Longton I am told that more china is being made than the market can absorb, and that the undercutting evil is consequently growing increasingly acute. A fair average Continental trade is doing, but this, at best, is a comparatively small matter and concerns only a few houses. I reported last month that the prospects of the Australian trade were growing brighter, advices to this effect having been received in the district, and this statement is corroborated by the returns which show that during May china and earthenware was sent to Australia to the value of £15,219, against £10,665, and to New Zealand to the value of £8,574 against £4,058, a substantial increase. The export trade, taken altogether, keeps up surprisingly well, ware having been sent away up to the end of May to the value of £931,226, compared with £846,971 in the first five months of 1905, and £866,594 in 1904. An increase of £85,000 in five months, or £17,000 per month, shows that the British potter is far from being played out yet, tariffs or no tariffs. The home sanitary trade is less busy than could be wished, considering that this is the busiest time of the year for builders; but the export trade in sanitary goods is livelier, and is spoken of with satisfaction. In fact, the export trade as a whole, just now, is characterised by a brisker feeling than the home trade.

The meeting of china and earthenware manufacturers held at the North Stafford Hotel, Stoke, on the afternoon of Thursday, June 21, to consider the effect upon the potting trade of the Workmen's Compensation Bill now before Parliament, and to suggest amendments in the measure, was one of the finest meetings ever recorded in the annals of the industry. It was not simply a meeting of the pottery manufacturers of North Staffordshire, but it represented, most thoroughly, the interests of the whole of the manufacturers

in the kingdom. Mr. J. Rawdon Smith, who presided, belongs, as our readers will be aware, to Jackfield. Mr. W. Burton, the well-known potters' chemist, came from Manchester. Mr. E. P. Evans, another of the speakers, is the managing director of the Royal Porcelain Works at Worcester. Mr. F. T. Maling, of Messrs. C. T. Maling & Sons, Newcastle-on-Tyne, and Mr. H. W. King, of Messrs. T. G. Green & Co., Church Gresley, were also amongst those who spoke, and other "outside potters" were likewise present, while letters identifying the writers with the objects of the gathering were announced from potting firms at Glamorgan, Paisley, Coalport, Glasgow, Benthall, Sunderland, Kirkcaldy, and other places. The potters of North Staffordshire, it is almost superfluous to say, were present in large numbers, and every branch of the trade—china, earthenware, sanitary, tile making, &c., &c.—was adequately represented. The meeting was not a long one, but the business was thoroughly understood and all were agreed as to the course which ought to be taken. Briefly, the position is this: The new Bill now before Parliament provides that compensation shall be paid by the employers not only for "accidents" as commonly understood, but also for the illness of workpeople in a number of diseases of occupation, among which is lead poisoning. The Bill is not specially aimed at the potting trade, and as the potting trade already pays compensation to employees who contract plumbism it would seem, at first, that the measure affects the industry but little. But, the Bill, as at present framed, provides that the workman should have the right of compensation in any case of lead poisoning occurring in any processes involving the use of lead or its preparations and compounds. The effect of this would be that it would bring under its operation all printers, transferrers, gilders, enamellers, and decorators—people who represent no fewer than 18,000 workers, none of whom, by any possible stretch of imagination, could be deemed susceptible to lead poisoning. Their work, it is true, involves the use of lead, but it is under such conditions that they are exposed to as little danger as is an artist when he paints a picture. The "dangerous processes," after years of exhaustive inquiry and arbitration, have already been scheduled, and are conducted under Special Rules framed by the Home Office. Workers in these processes being entitled to compensation if they contract plumbism. If the Act applied to workers in the processes scheduled it would amply meet the case. At the present time there are about 6,300 to 6,500 workers in the scheduled processes. These are insured by the manufacturers who employ them, and are subject to the tedious, but indispensable, process of a monthly medical inspection. The position of the trade is that if 18,000 transferrers, gilders, enamellers, and decorators are also brought within the scope of compensation it will be necessary to have them all periodically examined, as well as the 6,000 actually engaged in the only processes from which danger arises; that this will be costly in medical fees and will disorganise the work of the factories, that it will mean a heavy loss of wages to the operatives because they will have to lose considerable time every month in undergoing the medical examination, that the keeping of the necessary books will interfere with the office work, and that generally it will tend to disturb the friendly relations existing between employer and employed. This is tho standpoint of both the masters and the workpeople, and as it is totally unnecessary to bring any of these 18,000 within the provisions of the Bill, a resolution was passed praying the Home Secretary to accept an amendment of the Bill as agreed upon between the employers and operatives, limiting its operation to the processes included in the Schedule to the existing Special Rules, which, admittedly, embraces all the dangerous processes. The operatives will also probably have a meeting to express similar views.

Mr Rawdon Smith said that if the Bill passed without amendment it would lead to intolerable interruption of business and very serious disorganisation of the trade. No good could possibly result, because, as Mr. Burton remarked, "In all those branches of the industry which manufacturers wished to have excluded from the scope of the Bill there never had been within living memory and the knowledge of any manufacturer, the Home Office, or the workpeople's organisations the slightest case of suffering from plumbism. He would go further than that, and contend that if any gilder, enameller, paintress, painter, or transferrer ever did suffer from plumbism, that, in itself, ought to be sufficient proof that the plumbism had been derived from other sources than the occupation of those operatives." Outside critics, who know nothing of the conditions under which the ceramic industry is conducted, will no doubt ask why—if these processes are innocuous, as the manufacturers say they are—they object to them being put into the Bill, because, having no cases, they will not need to insure. But it is not the genuine cases of plumbism which manufacturers fear. The last thing the manufacturers would do would be to attempt to deprive anyone of compensation to which he was justly entitled. The generous treatment which operatives have received under the Potters' Mutual Insurance Association clearly proves this. It is the "manufactured" cases, the malingerers, whom the manufacturers fear, and who will compel firms to insure the whole of their employees in the processes named rather than run the risk of a heavy liability being cast upon them by an unscrupulous worker. Symptoms similar to those which indicate lead poisoning may be produced by various other causes, and it is even conceivable that an operative might deliberately expose himself to the risk of plumbism in order that he might receive compensation. Thero is a clause in the first schodule of tho new Bill providing that persons under twenty-one should be paid 100 per cent. of their wages as weekly compensation up to 10s. per week. A large number of the 18,000 potting trade operatives who would be brought within the scope of the Bill are girls and women earning about 10s. per week, or little more, and it would naturally be an inducement to some of them to feign plumbism if thereby they could obtain as much in compensation whilst remaining at home doing nothing, as they would earn at their work. A single case of such malingering would destroy the whole fabric of confidence between master and workpeople, and would lead the masters to fight every case instead of treating cases arising out of the dangerous processes with the almost paternal consideration and generosity that they do now. Another result of the passing of the Bill as it stands at present was alluded to by Mr. Edmund Leigh (Messrs. Burgess & Leigh, Burslem). Amongst those employed in the painting and gilding shops are not a few girls and women of delicate constitution, who find this light employment profitable and congenial. The sex is subject, as everyone knows, to many ailments which might be wrongly laid to the door of plumbism, and as tho onus of proving that cases do not arise from lead poisoning will be cast upon the employers, the latter could be excused if they did not feel themselves at liberty to employ persons not in robust health. The consequence would be that delicate women and girls would be "eliminated" from the ranks of the workpeople, and this would, unquestionably, be a great hardship. The operatives are fully as much alive as the employers to the injustice which the Bill exposes them to. To take the course suggested by the meeting at Stoke would be easy, equitable, and would fully cover the necessities of the case, and the Home Secretary could not possibly do better than adopt it.

The evening papers of June 24 published telegrams from Paris showing that France is taking drastic action in the matter of her commercial treaty with Spain, owing to the heavy increases of duty proposed to be charged by the new Spanish tariff. I hear on good authority that Germany has been negotiating so as to secure exceptional terms under the tariff for the admission of certain class of German ware into Spain. Of course, British ware of similar class will, under the most-favoured-nation clause, be entitled to enter at the same rate, but Great Britain sends none of this particular ware to Spain at all, so that Germany gets the benefit of the negotiations practically all to herself. The ware we do send from the Potteries to Spain—not, of course, a very great quantity—is subject to a high tariff.

While these Franco-Spanish tariff proceedings have been interesting the fiscal reform party, the Free Traders are following with deep interest the position of affairs in the United States, where public opinion is said to be running strongly in the direction of a lower tariff. It is stated that the subject will have the consideration of the next Congress, even if it does not at this. Mr. Cannon, the Speaker of the House of Representatives, has been in correspondence with some Ohio potters on the subject, and is reported to have written, "I am satisfied that there will be no tariff revision at this Congress, but it goes without saying that the desire for a change which exists in the common mind will drive the Republican party, if continued in power, to a tariff revision. I do not want it but it will come in the not distant future." Mr. A. Maurice Low, who contributes the monthly letter from Washington, to the "Monthly Review," says that there is no desire for Free Trade out and out, but that it is felt that the high tariff assists to pile up huge fortunes for the few while increasing the price of commodities for the masses. If America once joined the Free Trade movement it would go a long way towards bringing about a universal system. I understand that Mr. Chamberlain's Tariff Commission have almost completed their report on the potting trade, which in all probability will be one of the next documents to be published by the Commission.

From time to time I have had occasion to refer in these columns to experiments which are being made in the Potteries—exactly where and by whom I am not yet permitted to say, in the application of Mond gas to potters' ovens for firing purposes. We heard a great deal about Mond gas a few years ago and the possibility of its use in the posting trade, but because little has been said upon the subject of late, a good many people imagine that the thing has been lost sight of and forgotten. I can assure them that they are completely mistaken, and when the time comes for the disclosure to be made, I am assured that the people who havo been saying that producer gas is of no use to the potting trade will be agreeably disappointed. Mention of gas-firing reminds me that some very interesting tests in the way of firing colours on china by gas heat are being made at

the Longton Corporation Gasworks. The Corporation have made a great reduction in the charges for gas used for this purpose, and recently sanctioned the installation of a small kiln for the purpose of demonstrating the applicability of gas to the process mentioned. The experiments are being made under the direction of Mr. W. Langford, general manager of the gas works, and are reported to be of a successful character. The manufacturers have shown much interest in what has been done, and have assisted by contributing decorated ware on which they desire to test the process. It is said that firing by this method economises time considerably, and that the heat required for firing particular colours is under absolute control. The results obtained have induced several china manufacturers to place orders for the kiln.

The last Australian mail brought a postcard from Mr. E. Brain, of Fenton, who is globe-trotting in search of business, health, and pleasure. At the time of despatching the missive, Mr. Brain was at Kalgoorlie, the centre of the goldfields of Western Australia. "I had to travel," he says, "three hundred and fifty miles through the Australian bush to get here, but am repaid for all inconveniences I had to face. Kalgoorlie is a marvellous city of only ten years' growth, streets 120 ft. wide, and electric trams everywhere." Mr. Brain is much struck with the developments in progress in the Antipodes and the field for British exports which is being opened up.

The new Wedgwood museum at Etruria has been very largely patronised since its opening six or seven weeks ago, and its attractions are constantly being increased. Recent discoveries on the works include some hundreds of excellent "plinths" on which jasper and baysalt subjects are affixed. The firm are delighted at the reception the public have given their enterprise, and are sparing no expense to make the museum truly representative of the products of the great potter to whom North Staffordshire owes so much. Much satisfaction is expressed at the decision of Mr. Cecil Wedgwood to enter more fully into public life, and to contest a seat on the Hanley Town Council. I understand that he has also consented to be nominated as president of the N.S. Chamber of Commerce, in succession to Mr. J. S. Goddard, of G. L. Ashworth & Bros. By time these lines are in print, Mr. Wedgwood will probably have been duly elected. Mr. Goddard has served the Chamber admirably in the capacity of President for a considerable period, but has expressed a desire to retire on several occasions.

To return to the subject of municipal elections. Mr. Geo. Elliot Meakin, of J. & G. Meakin, Ltd., has consented to contest the Eastwood Ward. Captain A. E. Blizzand, the managing director of Geo. Woolliscroft & Sons, Ltd., who has been invited to become a candidate, finds himself unable to accept the invitation at present, but Mr. W. Sandland, of Sandlands, Ltd., Ogden-street, Hanley, has expressed his intention of entering the arena, and the Hanley Ratepayers' Association, of which body he is the president, has unanimously endorsed his candidature.

The reply of the railway companies to the petition presented by the pottery manufacturers of North Staffordshire, praying for a reduction in the rates charged for the conveyance of pottery goods, has been delivered. It will be remembered that the petition was based upon figures showing that the rates charged for ware from other pottery producing centres, such as Derby, Worcester, Bristol, Bovey Tracey, &c., were considerably lower than those charged upon goods conveyed from the pottery districts. The reply which has been received was considered at the private meeting of the Rates Committee of the N.S. Chamber of Commerce, held on June 4, at Stoke. It appears that the companies promised certain concessions, but the manufacturers are by no means content with these, and it was decided to communicate further with the companies intimating that the trade is not satisfied. Pending a further reply from the other side, it is considered desirable that the details of the reply to the petition shall not be published.

A meeting of the council for the extension of Higher Education in North Staffordshire was held on June 11, at which it was decided to bring to a close the work on which it has been engaged, in the direction of providing a technical college for instruction in potting and mining. This work has now, to all intents and purposes, passed into the hands of the County Education Committee. The affairs of the council were wound up on June 30, in accordance with a resolution passed at the meeting, and a recommendation has been forwarded to the County Education Committee, suggesting the appointment of a Committee to represent the various bodies concerned in technical instruction in North Staffordshire, in order to secure the continuity of the voluntary funds, and to practically carry on the work of the Committee. The Committee has done a magnificent work in setting the ball rolling in the direction of technical instruction, and when the potting and mining school is built, as it will be in course of time, it will form a lasting memorial to the devotion and sacrifice of the members of the Committee. A most gratifying account of the recent progress made by the English Ceramic Society was presented at the last meeting of the session, held some few weeks back. The number of members has increased during the session from 91 to 160, and there is a substancial financial balance in hand. Mr. F. Rawdon Smith is the new president, and the vice-presidents include Mr. William Burton, Mr. H. Watkin, Mr. Bernard Moore, Mr. J. P. Holdcroft, Mr. A. Fielding, Mr. W. Jackson (all of whom have already passed the chair), Mr. A. Hopwood, Dr. J. W. Mellor, Mr. L. Solon, and Mr. H. E. Wood. In addition to these gentlemen, whose names alone are a sufficient indication of the strength of the society, there are numerous other enthusiastic officials. The prospects for the next session are most encouraging. The opening meeting will be held at Stoke in September, when an exhibition of the chief pyrometers on the market will take place, and Mr. W. Burton will give a paper dealing with the subject of pyrometry for potters. On July 2 the Society intend to have a summer excursion to Stourbridge, and to visit fireclay and glass works in the neighbourhood.

The wedding took place on June 14, at the Montague-street Baptist Chapel, Blackburn, of Mr. Ernest James Gibson, fourth son of Mr. Samuel Gibson, of Inglewood, Wolstanton, a director of Gibson & Sons, Ltd., Albany and Harvey Potteries, Burslem, and Miss Clara Bottomley, eldest daughter of Mr. R. H. Bottomley, West Villa, Preston New-road, Blackburn. The ceremony was an extremely pretty one, the church having been adorned with floral decorations on an extensive scale. The bride and her family are highly respected in the town, and the church was crowded with guests and personal friends. Numerous friends of the bridegroom, who is well known in the potteries, were also present. The ceremony was performed by the Rev. J. Farquhar, assisted by the Rev. J. Smalley, uncle of the bride. After the wedding, a reception and luncheon were held at the Old Bull Hotel, and later Mr. and Mrs. Gibson left for London, on the way to the South Coast, where the honeymoon is being spent. The numerous presents included a handsome dessert service in Royal Doulton, specially decorated, from the employees at the Albany and Harvey Potteries. Another wedding which also attracted a great deal of interest, was that of Eric George, eldest son of Mr. C. S. Jones, J.P., of Geo. Jones & Son, Ltd., Stoke, and of Newcastle, and Edith Mary, fourth daughter of Mr. David Jones, of Wardle & Co., Hanley, and of Snow Hill, Shelton. The wedding took place at Shelton Church, which was crowded with a large congregation. The rector, the Rev. A. W. Carter, M.A., officiated, assisted by the Rev. A. M. Fosbrooke, M.A., Vicar of Hartshill. A reception followed at the residence of the bride's father. Mr. and Mrs. Jones subsequently left for London.

In celebration of the coming-of-age of Mr. Gordon Morley, son of the late Mr. Wm. Morley, the employes of the Salopian Works, Fenton, have made their young master some handsome presentations; while, in their turn, the workpeople were given a most delightful holiday on June 6, by the firm of Wm. Morley. All the employees were given a day's wages, and were taken on an outing to the picturesque old city of Chester. A glorious summer day favoured the occasion, and tea was served at the Holborn Restaurant, Foregate-street, and after the latter meal, a hearty vote of thanks was passed to the firm for the manifestation of kindness and goodwill they had displayed towards their workpeople. The opening of a new bowling green and pavilion at Longton Park took place on Thursday last, when Mr. John Aynsley, the venerable china manufacturer of Longton, was invited to "bowl the first wood." It is to Mr. Aynsley's influence and untiring exertion that Longton owes its park. An art sale of much interest has been taking place during the last fortnight at Sutherland Chambers, Stoke, where nearly two hundred works by the late Mr. W. Mussill, one of the greatest pottery artists the district ever possessed, have been exhibited with a view to sale. Since Mr. Mussill's death, examples of his work have been eagerly snapped up by individuals and by the local museums. The paintings at Stoke consisted largely of canvas work in oil and water colours, and included some exquisite studies of birds, fish, and floral life. I much regret to announce the death of Mrs. Wood, Moorland-road, Burslem, in her 86th year. The deceased lady was the widow of the late Mr. Absalom Wood, of Trent Potteries, now carried on under the style of Wood & Son. The deceased lady's husband died in 1889, whilst his eldest son, Mr. T. F. Wood, was Mayor of Burslem. Mrs. Wood is survived by four sons. The funeral was, in accordance with her wish, attended only by immediate relatives and a few personal friends. Several wreaths were sent by the workpeople in various departments at the Trent and New Wharf Potteries. Mr. Malkin, of Burslem, has been elevated to the aldermanic bench, in succession to Mr. Enoch Edwards, M.P., who, in consequence of the pressure of his Parliamentary duties, has been compelled to retire from the Burslem Council. Mr. Percy Shelley (Wileman, & Co., Fenton) has presented a large number of valuable works to the Longton Free Library

STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

WHEN our last article was written—it appeared in the May issue—the state of the glass trade in the Midlands was described as fairly good. Since then there has been a slight change for the better. Business in Stourbridge and Brierley Hill has not come up to manufacturers' expectations. Makers of the best classes of goods, both tableware and fancy glass, able to command good prices, are having a fairly satisfactory season, but the earlier part of the last two months must certainly be reported as dull. Firms doing business with the silver-platers of Sheffield have found orders lessening. This is partly attributed to the effect of high prices ruling for nickel, copper, and tin, &c., and all manufacturers of artistic goods for dining, the table, and the drawing-room, are only buying in a hand-to-mouth way at present, for they hope to see a reduction of rates. The finest flint goods, adorned by the best art of the cutter and the engraver, have found buyers, most going to London West-end establishments, which, it is known, cater for rich American visitors as well as for the British aristocracy and gentry. Medium qualities of tableware, in wines, clarets, &c., &c., are not selling so well, and there is, in consequence, less briskness round the furnaces, and ordinary pressed glass is sluggish; but a revival is expected shortly. As to the bottle trade, which forms a portion of the manufactures of this neighbourhood, it is not in a flourishing condition. The competition from abroad remains as fierce as ever, and two of our customers are about to become our rivals. In Japan a bottle works has been erected, and China is said to be following suit.

The glass trade in Birmingham is not very active, so far as articles required for the household are concerned. At Spon Lane, where specialities of a superior kind are produced, there is a good run of business. Glasscutters, whose connection chiefly lies with the silversmiths of the city, are feeling the pinch of the times, like their brethren in the Stourbridge district. Touching another matter, we would name that the workpeople in the employ of Messrs. O. C. Hawkes, glass manufacturers, Birmingham, have this year contributed £167 16s. to the local Hospital Fund. This exceeds the total of many much larger firms. Last year the Hospital Saturday collections reached the magnificent total of £18,732, and the present gifts of the workers of the city, it is believed, will reach £20,000. It is a well-known fact, and one that does honour to the men, that the workers in the glasshouses, the cutting shops, and the warehouses of Birmingham glass manufacturers have for years been amongst the most liberal donors to the fund. An interesting item respecting Birmingham and certain of its glass manufacturers in years long past has come into the possession of the writer, and may be fitly introduced here. More than half a century ago a gentleman of literary tastes, named Horton, published a poem on Birmingham, and in an appendix gave in prose an account of the town and its industries. What he said about the glass trade will be read with interest. After describing the chemical components of glass, and how they are treated to bring into being the beautiful crystal with which we are all familiar, the author says:—"I am not aware that there is any other reason for the location of so many eminent glassworks in Birmingham than is to be found in the fact of our close proximity to the coal districts, which enable us to realise an advantage in the purchase and transit of that fuel which no other town could command, some establishments using as much as thirty tons per week. The glassworks of Messrs. Bacchus, in Dartmouth-street, are among the most complete that I know of. There are a number of men constantly employed in this establishment from Monday till Friday in each week, the latter being the day on which it is thought expedient to re-feed the immense furnaces with the chemical preparation, which requires the lapse of the above interval in order to be molten to the necessary consistency. The fires are burning night and day throughout the week, and on Monday the men are able to recommence their operations." Mr. Horton, evidently greatly interested in watching the operations in the glasshouse round one of the "immense furnaces," describes how various articles were manufactured at the time of his visit, and then, resuming, says:—"The Messrs. Bacchus have also moulds for the making of such things as inkpots, &c., into which the fiery liquid is deposited and by a very rapid and ingenious process comes out a veritable inkpot. This firm have attained great eminence for their beautiful green and yellow cut glass, in the production of which they are considered unrivalled. A very praiseworthy plan has for some time been in operation to establish a school for the benefit of the people (particularly the juvenile portion) employed at these works." Not content with a visit to one of Birmingham's chief glass manufactories, the poet went to the Islington works, in Broad-street, of Messrs. R. Harris & Son, and those he describes as very large and extensive. He adds:—"A great variety of articles in glass are produced, particularly wine-glasses, which are beautifully finished. The brilliant show-rooms of this firm exhibit some magnificent specimens of coloured glass, especially the ruby and purple objects, which, for gracefulness of form and beauty of style, may contest the laurel with any other establishment. The fame of Messrs. Harris for the production of some articles of costly finish and elaboration is rapidly increasing. They employ a great number of hands, and more French artists than any other house in the town. The order and discipline maintained in the various departments of the works is an admirable feature, reflecting, as it does, credit upon the proprietors." The present writer is able to corroborate, from his own knowledge, the statements of Mr. Horton. Both firms enjoyed the highest repute, and manufacturers in other parts of the country—notably in Lancashire—offered high wages to workmen, especially makers of light stem wines, clarets, and champagnes, to induce them to change their situations. At that time hollow-stem wines, goblets, &c., were in fashion, and expert Birmingham chairmen and servitors, as well as cutters—especially those from Messrs. Harris & Son—were able to command good wages in Warrington and Manchester, a few going to St. Helens. As many readers of THE POTTERY GAZETTE will know, the two famous firms have long ceased to exist, and are only remembered now for the artistic goods they manufactured, and the purity and brightness of their best flint glass. Mr. Horton, it will have been noticed, mentions the purple glass he saw at the works of the last-named firm. The colour was a favourite in Georgian days, and in the reign of William IV. that monarch was very partial to purple; but it ceased to be fashionable more than fifty years ago, pure ruby taking its place in public estimation. After that reminiscence we pass on in our narrative of to-day's doings in the trade.

In Lancashire the condition of things in the glass trade varies considerably. Dulness prevails in Warrington, though a little improvement has taken place since the first week in June. The flint houses in Manchester are moderately well employed, tableware chiefly engaging attention; but all the firms would welcome further orders, for those in hand, there is reason to believe, are nearing execution. Cutters cannot be reported as busy, although there is more doing in wines and decanters. There is

some activity in coloured and other fancy articles in glass for flowers, electric fittings, &c., and, compared with a year ago, an improvement is exhibited. The bottle manufacturers are busier, and became more so as last month was drawing towards a close, this in no small degree being due to more summer-like weather having set in and brought additional orders from beer-bottlers, &c. Makers of machinery glass are fairly stocked with orders, this through the boom in the cotton trade; but they have to meet severe competition from Belgian, German, and other Continental houses. A new firm, the title of which is the European Bottle Company, are having extensive works erected in a suburb of Manchester, contiguous to the Ship Canal, and which are to be equipped with up-to-date machines and accesssories. The concern, it is stated, will be under American management. The glass-tube trade of St. Helens appears to be in a healthy condition, good orders being in hand and others confidently expected. The reputation of the place for this class of work stands very high, and orders come from far and wide, many of them being foreign, others colonial. It is satisfactory to record a decided change for the better, even as compared with three months ago, in the window-glass trade. This, there is reason to believe, is in no small degree due to the arrangement come to with the Belgian manufacturers, who have agreed with local firms to curtail imports of specified makes of window glass, in consideration of houses here having agreed to reduce the export of certain other classes of goods. The operation of this reciprocal understanding will be watched with interest throughout the trade. Sheet-glass benders and flatteners are moderately busy in St. Helens, and the manufacture of plate-glass, hampered though it is by the competition of makers in France and Belgium, goes steadily on, one reason being that only first-class sheets are sent out of the works.

In Yorkshire the glass trade generally has been unsettled, though this applies mainly to bottles, and there have been disputes of some importance reported, as will be seen in another page. At York there has been steady employment under the usual conditions, and a good deal has been done in medical bottles, both flint and green, and also in glass rods and tubes, &c., for scientific purposes. In South and in West Yorkshire businsss has not gone so smoothly. The cold weather in spring had an adverse influence on the bottle trade, for the development of which some leading manufacturers had laid themselves out, and only a percentage of the unemployed workmen could be set a-going. But hot and sunny weather has brought about an improved demand, especially for "minerals," and screw-necked ale and stout bottles. At the time of writing, repeats were beginning to come in, to the satisfaction of both masters and men. "Crown-corks" are selling well; so also are milk-bottles from 5 oz. to 20 oz.—the latter a comparatively new feature in the trade. The approach of the fruit-preserving season has been marked by the disposal from stock of quantities of jam-jars, in the production of which machines play so large a part. Makers of patent medicine, sauce, and relish bottles are busier than they were, but the demand for confectionery and other wide-mouthed bottles is quiet generally, and has been so for some weeks. Machine-made goods are getting more and more into favour with buyers, but are looked at in a different way by the members and officials of the Glassmakers' Union. The wage-cost per thousand is much less than by the mouth-blowing process, and the quantity turned out per hour greater. Owners of cribs are doing an increased business in making miniature sauce, gum, and ink bottles, the demand for which has grown enormously of late, and is pretty sure to extend. According to a return issued by the Yorkshire Bottlemakers' Society, nearly 45 per cent. of their members are out of work. Since its appearance, there has been a slight improvement; but, despite that, it has been found necessary, owing to the heavy drain on the funds of the Union, to call upon those employed to pay a contribution of 4s. per week each—and what that means in working-class homes can easily be imagined.

In the North of England the glass trade is not in a satisfactory condition. Manufacturers in the Sunderland district complain of low profits, and outputs below the average. In pressed goods there has been a little more activity, but it did not last long, and was mainly for the commoner classes of tumblers, sugars, dishes, and salts, &c. At the time of writing there is a slight revival, and this applies to bottles also. For the ordinary flint glass there is but a limited demand, the oversea houses being able to put their very low-class goods in our markets at prices tempting to the poorer buyers. Steam tubing has been made in fair quantities in Newcastle, but whether the call will be at all lasting is doubtful. The goods turned out resist pressure and changes of temperature in a very satisfactory way. There is not much alteration to report in the ordinary flint-glass trade; bottle manufacturers, though, are better employed, and are reported to have good orders on hand.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

In the stoneware section of the manufacture here in Scotland matters have distinctly improved during June, more particularly as regards the fruit preserve jar output and prospects. So backward was the season up till comparatively recently; that serious fears for the fruit crop were entertained; but the warm sunny weather of June, with occasional refreshing showers, have saved the situation, and it is seen that the crop this year will be a fairly good one. Orders for jars have been coming in to the stoneware potters most liberally of late, and already good deliveries have been made. There is an added feature of improvement in the fact that rather better prices are current this season than for those of the past few years. The stoneware potters are also better off for orders in the bottle department, and here also the values are a shade better. The manufacture in both of the sections named is comparatively busy, and the outlook is fairly satisfactory.

The advent of fine weather has sent many families off to the favourite summer quarters, so that, after all, the season for retailers in those places has begun with much more of promise as to repeat orders than could be foreseen a month ago. This migration has, of course, affected in the opposite manner the retailers of the cities and large towns, and for these June has been a quiet month, though helped a little by the household demand, following on the annual end-of-May removal term. This slackness will probably be the rule till early in September, when the usual family custom will begin again. Makers and the wholesale merchants have now nearly finished the orders from the summer resort section, and begin to look forward to the ordinary fall and winter needs. The herring fishing around the coasts furnishes rather unfavourable reports so far, and this is sure to affect injuriously the demand for china, stoneware, and glass goods amongst the coast towns and villages. There is fair chance, however, for the cereal crops of the country, though no certainty, and, in the final event, the advantage of the one may balance the drawback of the other. An extension is taking place in the works of the West Lothian Pottery. The additions to the works consist chiefly of drying stores

The pottery and glass works of Glasgow and district are now drawing close to the annual shutting down time so long characteristic of the "Glasgow Fair" period. Closing will begin July 12 or 13, and the shortest period of closure will not be less than one week. In very dull years some of the works keep closed for three weeks, or even a few days over; but for this year, in the works and factories of our industries, it is pleasing to forecast a stoppage rather under than over the average.

The scheme for a Scottish National Exhibition in Edinburgh, during 1908, is still alive, though attracting very little attention on the part of the public generally, or on that of the public press. A meeting of the promoters took place early in June, Bailie Dobie presiding, when it transpired that present exertions were devoted chiefly to procuring signatures to the guarantee fund, which is fixed at the moderate figure of £25,000.

The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

RYTON BRICK & TILE CO. (George Harry Sharpe and Howard Francis Clarke Edmunds), Ryton-on-Dunsmore, Brick and tile manufacturers. June 1. (June 12.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

EDWARDS (JOHN), LTD. Meeting, 6, Church-street, Longton, July 17, at 12, for the account of the winding-up.

INTERNATIONAL CERAMIC TRANSFER CO., LTD. Meeting, Benson, Carpenter, Cross & Williams', Bank-chambers, Corn-street, Bristol, June 13, for the account of the winding-up.

SUTTON AND CHEAM BRICK AND TILE WORKS, LTD. Claims to A. E. Preston, 65, London-wall, E.C., liqr.

TRELONK BRICK AND CHINA CLAY CO., LTD. Claims to Adolphus Philip, 7, Prince's-street, Truro, liqr.

Notice of Intended Dividend.

HARRIS, ARTHUR J., Cotham-hill, and 31, Regent-street, Clifton, Bristol, china dealer. Claims to Arthur Collins, 28, Baldwin-street, Bristol.

Trust Deeds Granted.

M'MILLAN, JOHN, & Co., Rothes, china merchants, and JOHN M'MILLAN, as sole partner, and as an individual. Claims to John Stuart, Huntly, forthwith.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. *P. G.*)

COLE, CHARLES HENRY, 40, Ebrington-street, Plymouth, china dealer. Dated, May 31. Filed, June 6. Liabilities, unsecured, £237 11s. 5d. Property, after deducting secured claims, £54 4s. Tr., George Hicks, Devon and Cornwall Bank-chambers, Plymouth, C.A. Secured creditors, £42 16s. The following are creditors:—Bovey Pottery Co., Ltd., Bovey Tracey, £14; Levy & Young, Bristol, £14; Burgess & Leigh, Burslem, £10; Cole Bros., Devonport, £23; S. Radford, Fenton, £15; C. W. H. Fox, Plymouth, £95; Winnicott Bros., Plymouth, £16.

HOWLETT, MARY (widow), and as executrix of Joseph Redfern (deceased), late trading as Howlett & Co., Peel-street Pottery, and residing at 66, Mayer-street, Hanley, earthenware manufacturer. Dated, May 17. Filed, May 24. Tr., Thomas W. Hayes, Cheapside, Hanley. Estate of J. R. Howlett (deceased). Secured creditors, £655 10s. Liabilities, unsecured, £381 19s. 8d. Property, after deducting secured claims, £347 5s. 10d. Separate estate of M. Howlett. Liabilities, unsecured, £70 18s. 5d. Property, after deducting secured claims, £65. The following are creditors:—G. Edwards, Bucknall, £30; Hanley Collieries, Hanley, £18; H. P. Howlett, Hanley, £105; Lewis R. Howlett, Hanley, £26; Harrison & Son, Ltd., Hanley, £17; W. J. Furnival, Stoke-on-Trent, £11; S. Kirkland, Stoke-on-Trent, £100.

PALMER, THOMAS, 61, High-street, Hampstead, and 372, Edgware-road, china dealer. Composition of 3s. in the £, by three equal instalments, at two, four, and six months from May 23, 1906; the last instalment secured by George Palmer, 142, Upper Tooting-road, S.W., with an assignment to him upon trust, &c. Dated, June 5. Filed, June 11. Liabilities, unsecured, £396 10s. 7d. Property, after deducting secured claims, £142. The following are creditors:—G. Palmer, London, £70; H. Bates and Son, London, £25; — Brousson, London, £18; J. Jenkins, London, £16; Cama, Moolla & Co., London, £10; P. Keevil, London, £34; J. Lawrence, London, £21; J. Coates, London, £15; H. & W. Billington, Burslem, £47; A. Wood, Longport, £20; J. Finney, Longton, £36; Taylor & Kent, Longton, £17; R. Hawes, Tunbridge Wells, £22.

VYE, ALBERT WM., 191, Park-road, Liverpool, glass and china dealer. Dated, May 30. Filed, June 5. Liabilities unsecured, £162 4s. 2d. Property after deducting secured claims, £75. Trustee, Walter J. Randall, 35, Exchange chambers, Bixteth-street, Liverpool. The following are creditors:—Lloyd, Goslyn, & Co., Liverpool, £10; T. Shufflebottom, Liverpool, £11; E. L. Whidborne, Liverpool, £10; Mrs. Nicholls, Liverpool, £13; Barker Bros., Longton, £24; bankers' claims, £16.

Bankruptcy Proceedings.

DUXBURY, THOS., 7, Manor-street, Bridlington, and Waterhouse-lane, and 113, Columbus-ravine, Scarborough, glass and china dealer and auctioneer. R.O., May 30. First meeting, 74, Newborough, Scarborough, June 15. Exam., C.C. Scarborough, June 19. Adj., May 30. The first meeting of the creditors in this matter was held last month at 74, Newborough, Scarborough, when no resolutions being passed, the estate remained with the Official Receiver. The deficiency, which is stated at £659 2s. 5d., is attributable to heavy expenditure and bad trade. The public examination of the debtor was held last month at the Court House, Castle-road, Scarborough. Questioned by the Official Receiver, debtor said that he had previously paid a composition of 7s. 6d. in the £, but he had paid £100 over this. He had kept books, but they would not do for a public examination. The examination was ultimately adjourned.

HARTWELL, WALTER, china and earthenware dealer, 49, Worcester-street, Kidderminster. The public examination of this debtor, whose deficiency is stated at £86 8s. 6d., was held last month at the Town Hall, Kidderminster, before the Registrar, Mr. Talbot. It would appear that the debtor started trading with a capital of £10 about

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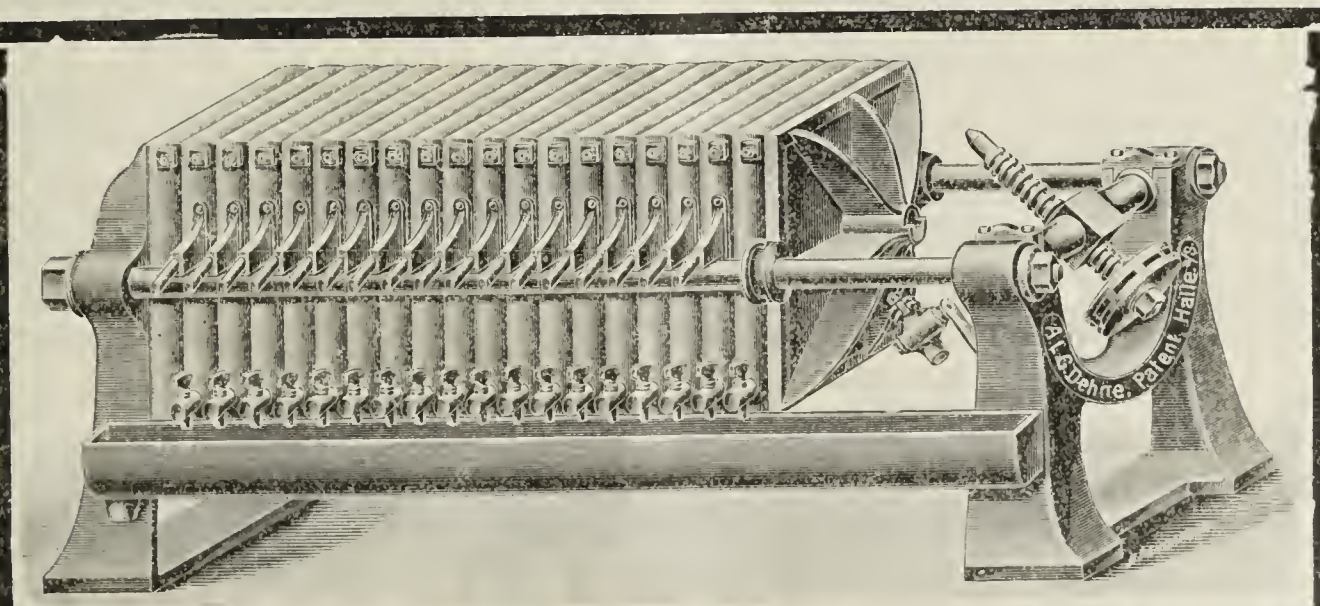
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seven years ago, removing to his present premises two years afterwards, as he thought he could do better trade there. The business was attended to by his wife, while he followed his employment as a carpet weaver. He had only kept a day book, and he attributed his present position to want of capital, loss at the fair through removal of fair ground and bad trade. After the debtor had been further questioned by the Official Receiver, he was allowed to pass.

Lord, Emily, in apartments at 51, Grove-street, and trading at the Market Hall, late 17, Shore Head, Huddersfield, glass and china dealer. R.O., May 25. First meeting, O.R.'s, Huddersfield, June 7. Exam., C.C. Huddersfield, June 18. Adj., May 25. The public examination of this debtor, whose deficiency is stated at £183, was held last month at the County Court House, Queen-street, Huddersfield, before the Registrar, Mr. Frecman. In reply to questions the debtor explained that the business was formerly carried on by her husband's stepfather, who died in June, 1904, and it was then found that there was £190 owing, and assets only amounting to £22. Debtor's husband unsuccessfully endeavoured to persuade the creditors to accept this money, but a very short time after he also died, and nothing had been paid off. Debtor continued the business, incurring fresh credit and paying off none of the accounts. The turnover since her husband's death had been £6 a week, and the profit was supposed to average 5s. in the £. After further questions the debtor was allowed to pass.

Nixon, Enoch Travis, Clay Lake, Endon, and Frederick Thomas Jones, 203, Waterloo-road, Burslem, late trading as E. T. Nixon & Co., at the Providence Pottery, Chell-street, Hanley, earthenware manufacturers. R.O., June 8. Adj., June 13.

Schaeffer, John Frederick (trading as F. Schaeffer & Co.), pottery and china, &c., exporter and commission agent, 118, Queen Victoria-street, &c. The adjourned sitting for public examination under this failure was held recently at the London Bankruptcy Court, before Mr. Registrar Linklater. The statement of affairs showed liabilities £16,307 14s., of which £14,671 11s. were unsecured, and estimated net assets £421 11s. 7d. Examined by Mr. Walter Boyle, Deputy Official Receiver, the debtor, who had been adjudged bankrupt, stated that he was born in Germany, and came to this country many years ago without capital He became a naturalised British subject in 1880, and until 1883 was employed as a clerk in a mercantile firm. In that year he took over from his father-in-law the business of a commission agent; at that time he had a capital of £1,500. Asked when he first became aware of his insolvency, the debtor replied that his books of account showed that he was insolvent in 1896. He did not know that at the time though, and it was not until the end of 1901 that he first realised his financial position. He admitted that for some time past his drawings from the business had exceeded the amount of his income. The present, he added, was his only failure. The examination was concluded. The Official Receiver remarked, in his observations upon the case, that the books of account produced by the debtor appeared to record his business transactions, but they did not accurately show his financial position. The greater part of the liabilities, excluding those for money lent, appeared to have been contracted during the past twelve months.

White, Henry John, 102, Love-lane, and 30, Milford-street, Salisbury, china dealer. R.O., May 23. First meeting, O.R.'s, Salisbury, June 7. Exam., Council House, Salisbury, June 14. Adj., May 23. This debtor appeared at the Council House, Salisbury, for his public examination last month, before Mr. Registrar R. A. Wilson. Debtor commenced trading with £10 capital, and he borrowed £20, afterwards borrowing a further £33 5s. He had scheduled a debt due to the Equitable Advance Co. He borrowed £14 to be repaid in 28 weeks, and for that was charged £4 10s. Debtor stated that he had betted, but that 5s. would more than cover the extent of it. The examination was concluded.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

Blown Glass, No. 11,375.—G. Hyde. Improvements in apparatus useful for the manufacture of sheet and other blown glass. May 15, 1906.

Coating Process, No. 12,554.—W. Atkinson. A process for coating metallic and other surfaces or objects with glass, porcelain, or the like. May 30, 1906.

Glass Furnaces, No. 12,159.—H. G. Slingluff. Improvements in glass furnaces. (Date applied for under Patents Act, 1901. June 29, 1905.)

Glass Melting Furnaces, No. 12,915.—A. J. Boult (Soc. J. Lecomte-Falleur & Co., Belgium). Improvements in or relating to glass melting furnaces. June 2, 1906.

Glass Tiles, No. 12,220.—J. E. Rendle & Callow, Wright & Hewlett, Ltd. Improvements in and connected with glass tiles and the like. May 25, 1906.

Glass Ware, No. 12,466.—H. Fraser. Improvements in glass ware and the like. May 29, 1906.

Glazing Glass Ware, No. 13,296.—W. A. Beckett & G. F. Eaton. Improvements relating to the glazing and enamelling of clay ware. June 9, 1906.

Ink Wells, No. 12,240.—J. Marshall. Improvements in ink wells or ink bottles. May 25, 1906.

Moulds, No. 12,413.—A. J. Boult (J. A. Ferguson, United States). Improvements in or relating to moulds and moulding apparatus. May 28, 1906.

Pipettes, No. 12,301.—P. Harris & Co., Ltd., and G. A. Prycc. Improvements in and relating to pipettes and the like. May 26, 1906.

Plates and Dishes, No. 12,614.—Mary Devonport. Improvements in plates and dishes. May 30, 1906.

Specifications Published.

1905.

18,441.—Cox. Machine for affixing and transferring prints to earthenware tiles, and the like.

18,737.—Jeffery Feeding bottles.

18,938.—Niederrheinische Glashüttengesellschaft M. B. H. & Krug. Manufacture of hollow glass articles.

9,330.—Porter. Bottles and other like vessels. (Date applied for under International Convention, January 24, 1906.)

13,614.—Gibbons, Masters, & Baeddicker. Construction of furnaces, muffles, and kilns.

26,151.—Ramsperger. Method of soldering metal to a porcelain or vitreous surface, particularly applicable to securing dowel pins in artificial teeth.

27,150.—Boult (Goutard). Bottles.

1906.

628.—Garefin. Spittoons. (Date applied for under International Convention, January 13, 1905).

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DEPT. C, GROUP 23, CHEMICAL PRODUCTS.

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DEPT. D, GROUP 45, CERAMICS.

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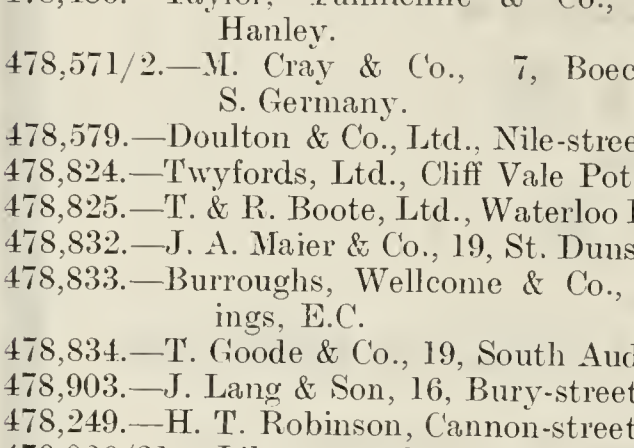
7,623.—Imray (Window Glass Machine Co.). Method of drawing hollow glass articles.
3,002.—Imray (Window Glass Machine Company). Method of drawing hollow glass articles and apparatus thereof.
3,403.—Brown. Manufacture of composite lenses.
2,132.—Waldrich. Glass polishing machine.

Designs.

478,191/2.—S. Reich & Co., 23, Aldermanbury, E.C.
478,245.—Godwin & Hewitt, Ltd., Victoria Tile Works, Hereford.
478,250.—J. Randell, trading as E. Parr, North-road Works, Cobridge.
478,198.—Townson & Mercer, 23, Camomile-street, E.C.
478,246/8.—Twiss Bros., Arcade, Library, Ilfracombe.
478,481/2.—T. H. Hazlewood & Co., 212, Barr-street, Birmingham.
478,486.—Taylor, Tunnicliffe & Co., Ltd., Eastwood, Hanley.
478,571/2.—M. Cray & Co., 7, Boecklstrasse, Berlin, S. Germany.
478,579.—Doulton & Co., Ltd., Nile-street Works, Burslem.
478,824.—Twyfords, Ltd., Cliff Vale Pottery, Hanley.
478,825.—T. & R. Boote, Ltd., Waterloo Potteries, Burslem.
478,832.—J. A. Maier & Co., 19, St. Dunstan's Hill, E.C.
478,833.—Burroughs, Wellcome & Co., Snow Hill Buildings, E.C.
478,834.—T. Goode & Co., 19, South Audley-street, W.
478,903.—J. Lang & Son, 16, Bury-street, E.C.
478,249.—H. T. Robinson, Cannon-street, Hanley.
479,026/31.—Liberty & Co., Ltd., 18 and 19, Warwick-street, W.
479,162.—J. Lang & Sons, 16, Bury-street, E.C.
479,163/4.—S. Hancock & Son, Stoke-on-Trent.
479,227/31.—Henry Richards Tile Company, Tunstall.
479 301/2.—Doulton & Co., Ltd., Nile-street Works, Burslem.
479 368.—J. Lang & Son, 16, Bury-street, E.C.
479,293/6.—Liberty & Co., Ltd., 18 and 19, Warwick street, W.
479,578.—Doulton & Co., Ltd., Nile-street Works, Burslem.
479,579.—A. Kuhn, Burghausen (Oberbayern), Germany.
479,673/4.—I. A. Simpson & Co., Ltd., Furlong Tile Works, Burslem.
479,675.—R. H. and S. L. Plant, Tuscan Works, Longton.
479,821.—E. J. Clark, 35, Marshgate-lane, Stratford, E.

Complete Specification.

Construction of Teapots and other Vessels Provided with a Lid.—T. Salt, 39, Weston-road, The Meir, Longton, declares this invention to be as follows :—This invention relates to an improved construction of teapots, cafetieres, jugs, and other vessels provided with a lid, and has for its objects the prevention of tea or other liquid flowing down the fore-end of such vessels when tilted for pouring their contents, and to prevent their lids falling from their seating. In carrying such invention into practice when making teapots, I take the selected mould and form the body of such vessels in the usual way from kaolin, prepared clay, or other like suitable material. When sufficiently dry, I cut away a portion of the fore-end of the internally projecting rim or seating of their lid, and secure the edges of a suitably shaped, separately moulded clay strainer having a closed lower portion and several holes formed through its upper sloping end and sides whilst in a clay state by means of "slip" against the inner front surface of such vessels to cover the hole formed in the lower fore-part of such vessels for the lower end of their spout. Then I take a curved or other shaped separately moulded clay hood, lip, or sheath, and secure its lower edge to the fore-end upper portion of such vessels a short distance above their lid-seat by means of "slip," and afterwards secure the lower or rear end of a separately moulded clay spout, and a handle whilst in a clay state by means of "slip" to the fore and rear end of such vessels in the usual position, and fire such vessels in a "biscuit" oven. When sufficiently cool, I dip such vessels in a white or a coloured glaze or glazes, or decorate them as well with any desired pattern or picture, and afterwards fire them in a "glost" oven. Lids for such vessels I mould separately of or from prepared clay so that their fore-end will be of less thickness than their rear portion, their knob or thumb-piece being made integral with same, or made separately and secured thereto by "slip," and then fire them in a "biscuit" oven. When sufficiently cool, I dip them in a white or a coloured glaze or glazes, or decorate them as well in any desired manner to agree with the body of their vessel, and afterwards fire them in a "glost" oven. It will be understood that the fore-end of such lids is placed beneath the hood or sheath on such vessels so that the ornamentation on the upper surface of the rear portion of the lid and the upper surface of such hood will register. When such vessels are tilted to pour out their liquid contents, they will flow through the perforations in the upper end of their strainer into and through their spout, whilst the leaves, berries, or granulated material from which an infusion is made will be retained at the lower end of such vessels by the contracted lower end of their strainer.



New Foreign Patents.

United States Patents.

818,741.—A. Calleson, Brooklyn, N.Y. Cap for bottles and jars.
818,691.—C. House, Oneida, N.Y. Tool for shaping bottle-necks.
819,015.—J. V. Hull, Brooklyn, N.Y. Safety-closure for bottles, jars and other receptacles.
818,705.—P. J. O'Brien, Toledo, Ohio. Glass-blowers' dummy.
819,562.—L. C. Lazear, Chicago, Ill. Folding wall-basin.
819,170.—J. Aynsley, and F. Hancock, Stoke-upon-Trent, England. Device for ornamenting earthenware articles.
820,093.—L. A. Calhoun, Oceanpark, Cal. Bottles.
820,205.—W. B. Keighley, Vineland, N.J. Apparatus for the manufacture of sheet-glass.
820,124.—W. T. Nicholls, Wellsburg, W., Va. Glass-pot furnace and pot and method of making the same.
820,051.—J. F. Kelly, Trenton, N.J. Water-closet bowl.
820,477.—J. H. Croskey, Pittsburg, Pa. Apparatus for manufacturing glass articles.
820,478.—J. H. Croskey, Pittsburg, Pa. Apparatus for manufacturing glass articles.
820,479.—J. H. Croskey, Pittsburg, Pa. Apparatus for manufacturing glass articles.

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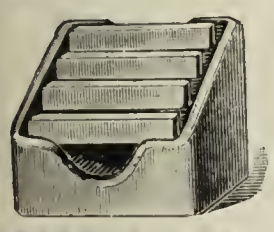
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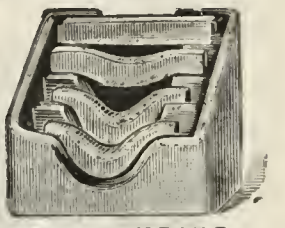


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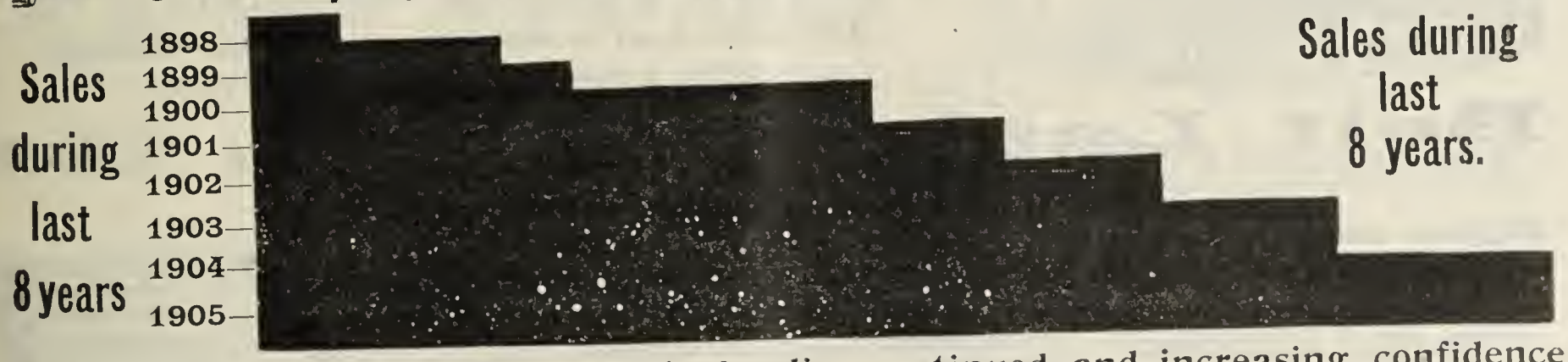
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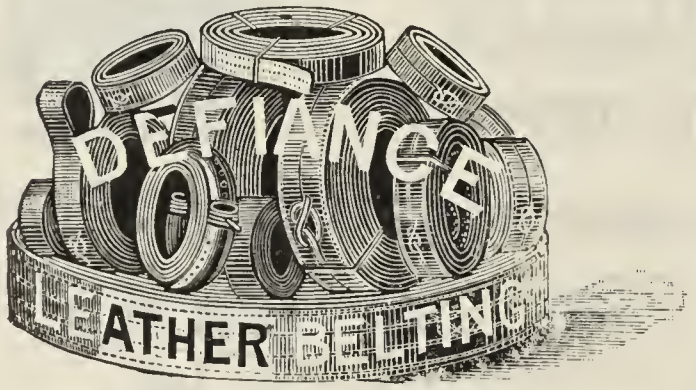
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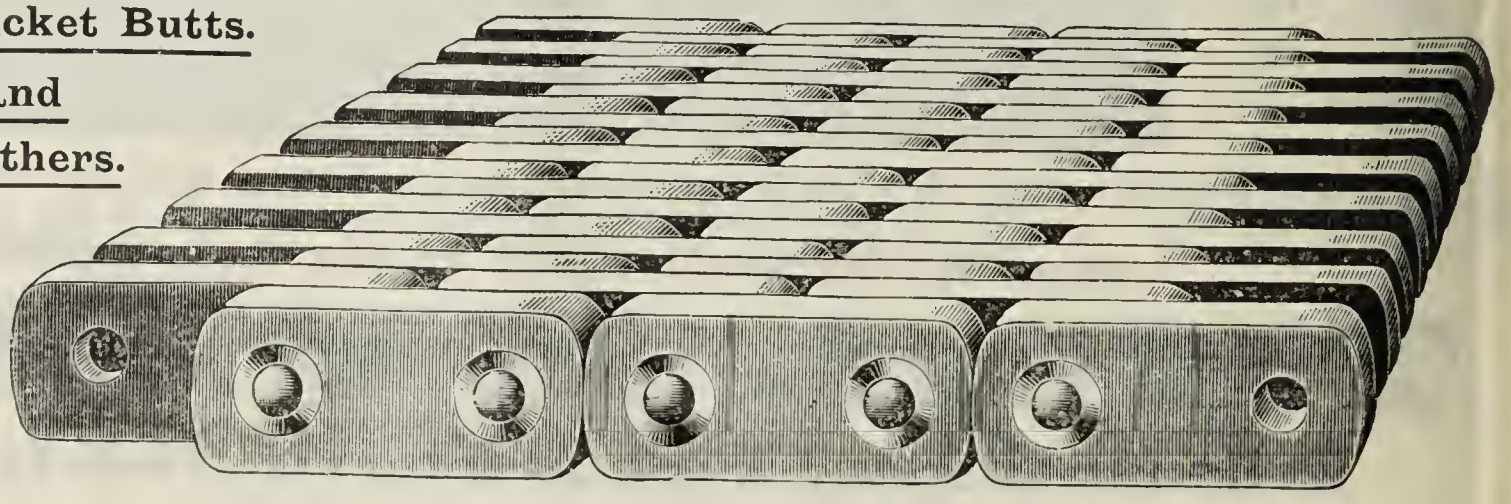
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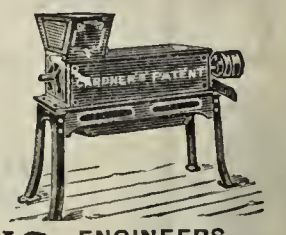
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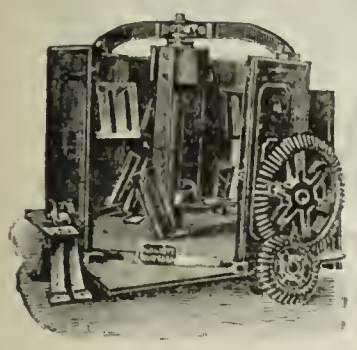
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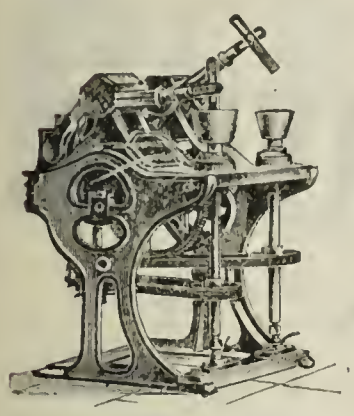
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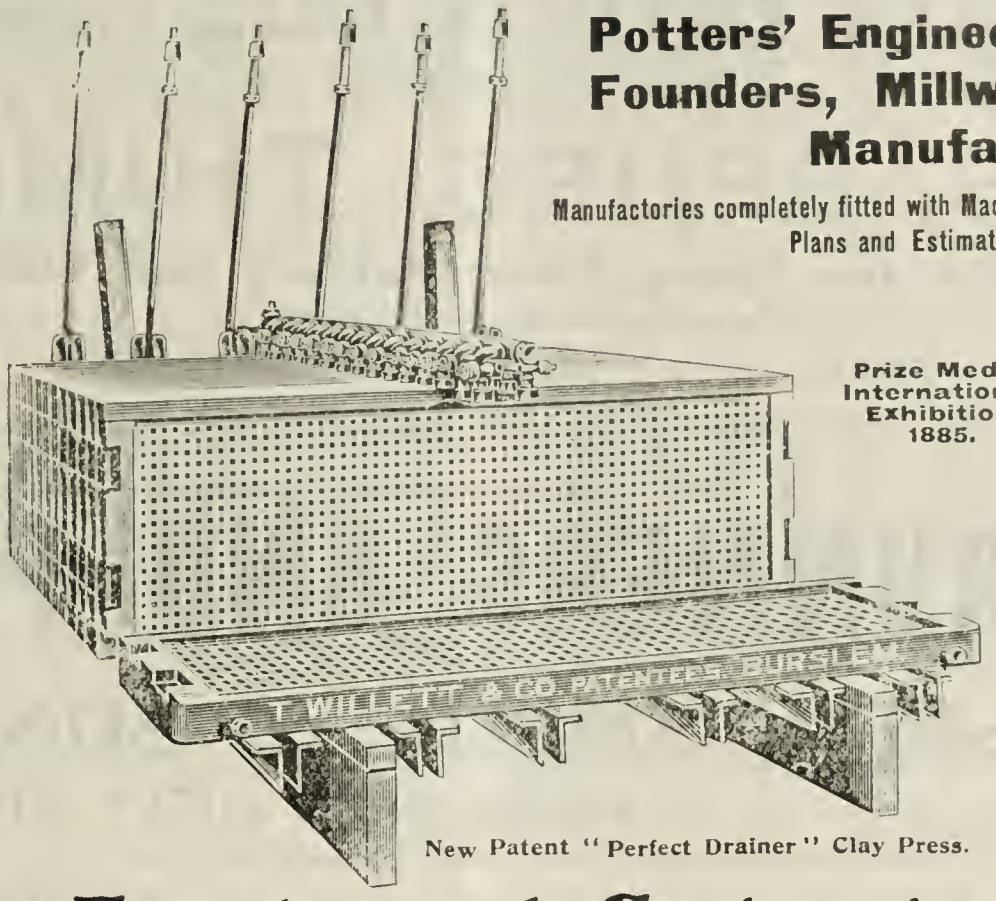
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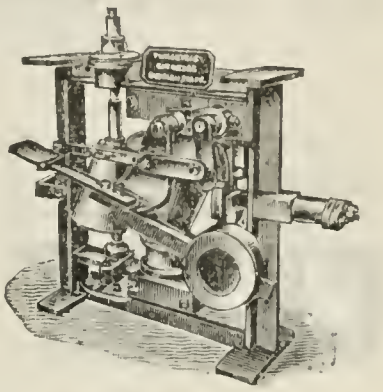


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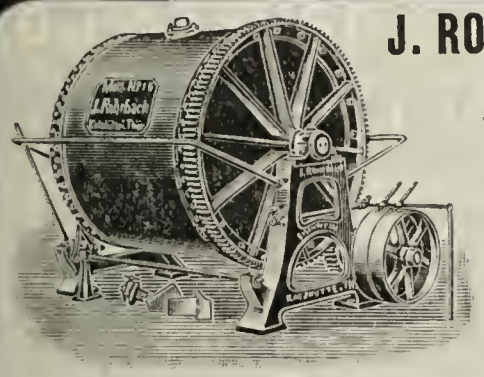
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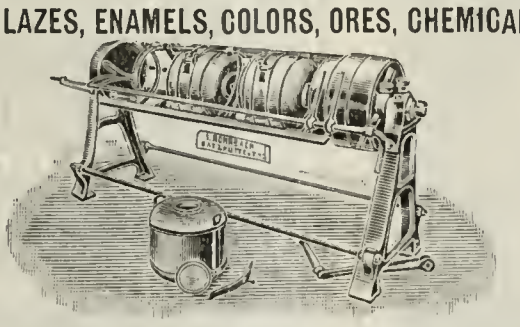
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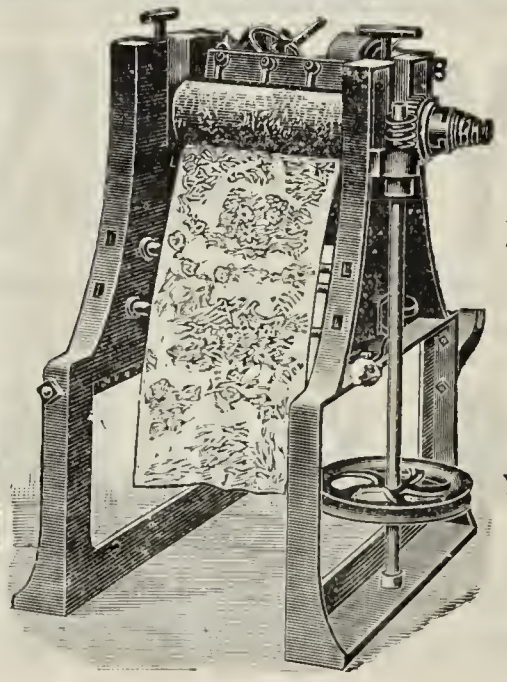


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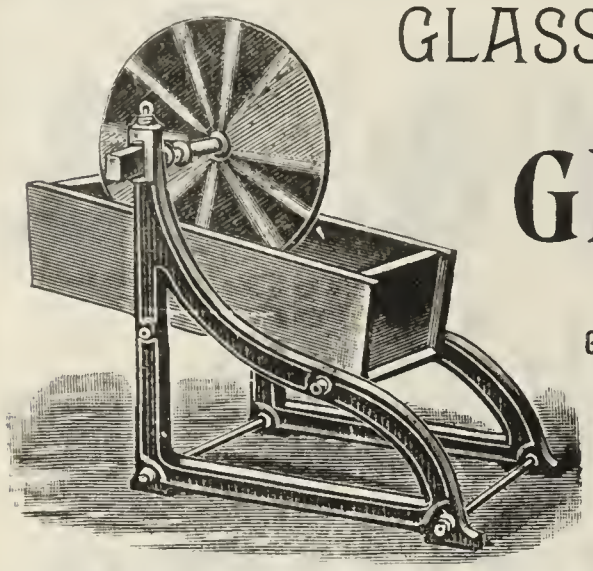
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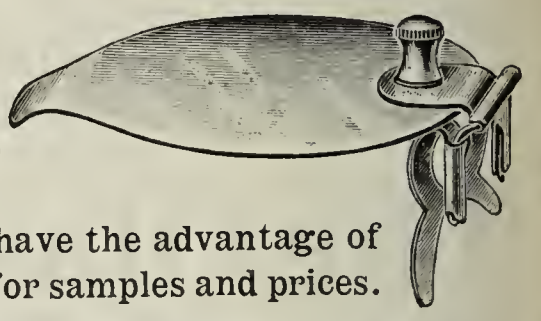
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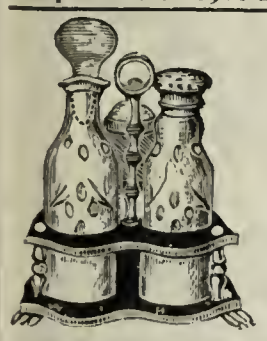
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Continued on page 856.

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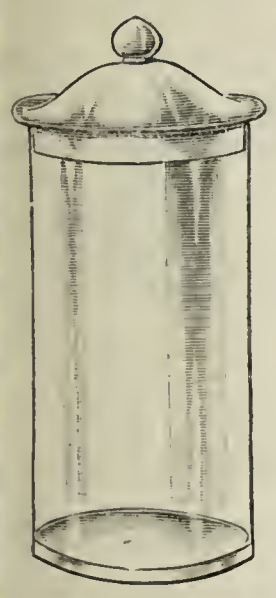
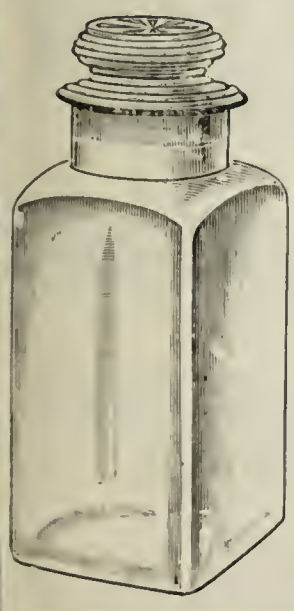
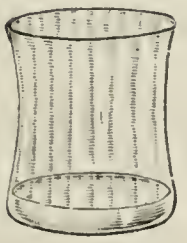
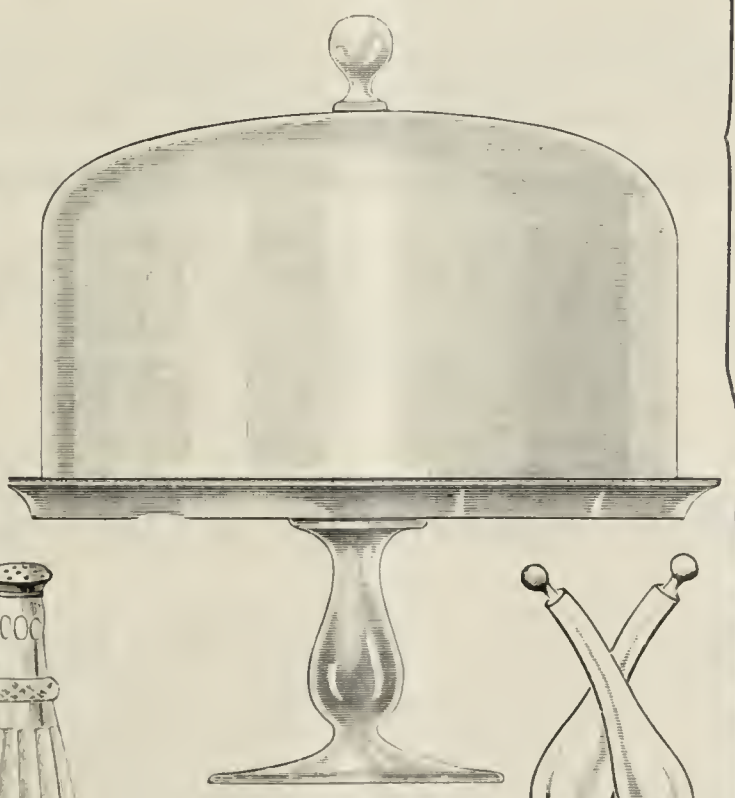
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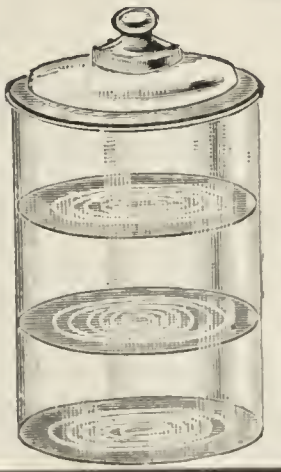
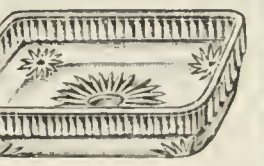
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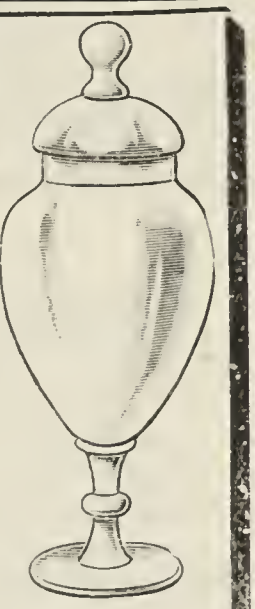
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continued from page 854.

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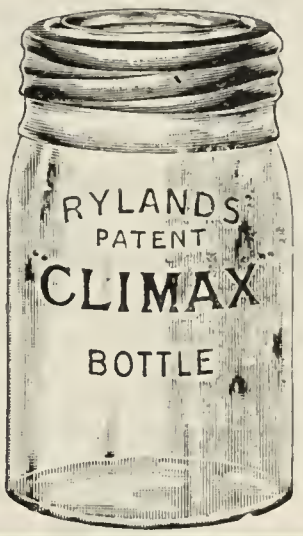
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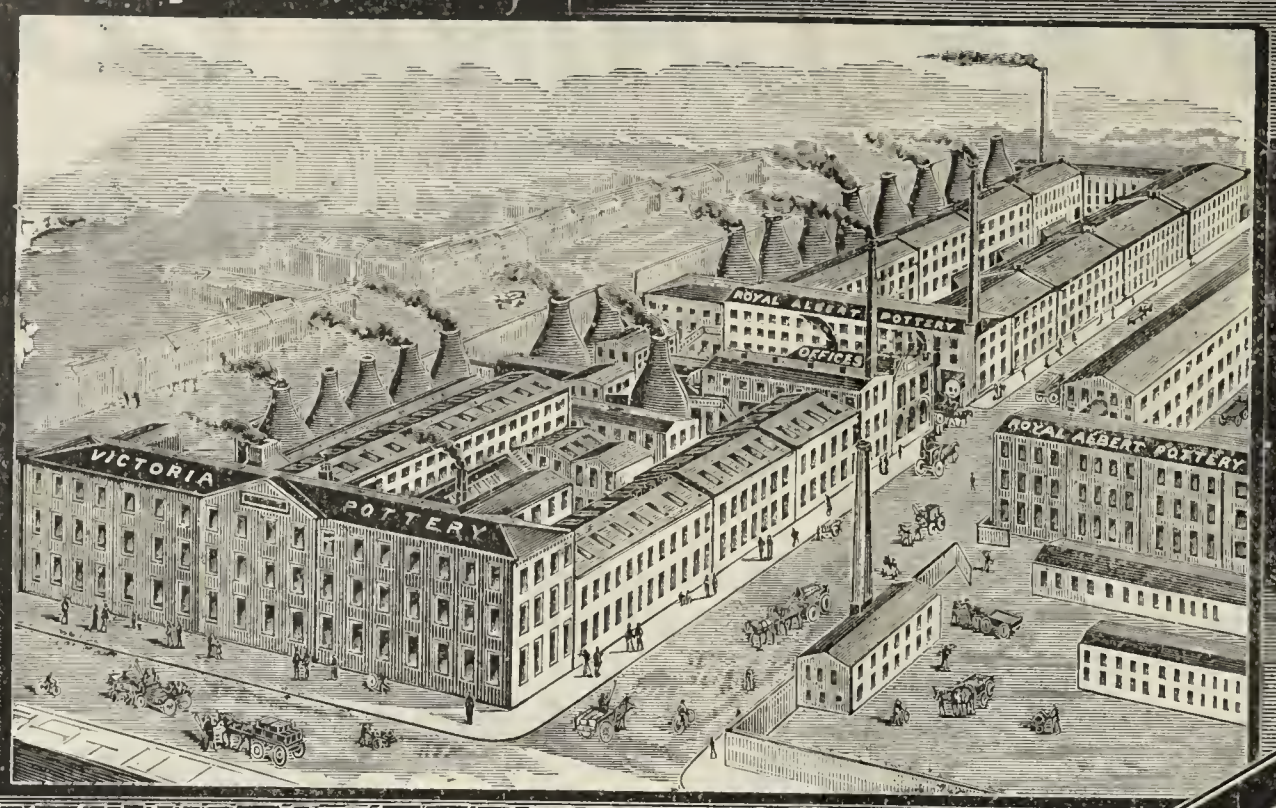
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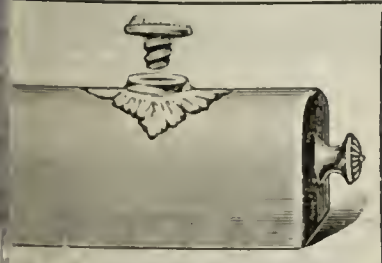
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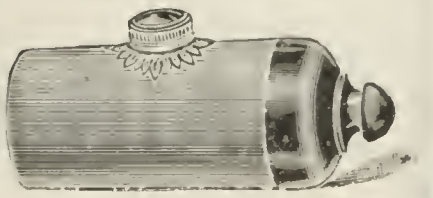
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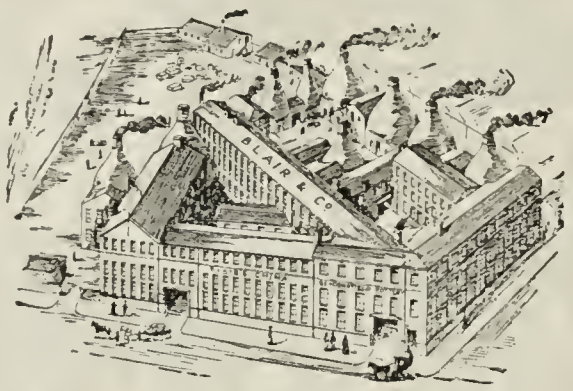


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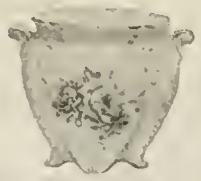
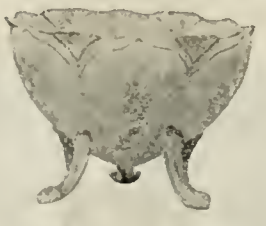
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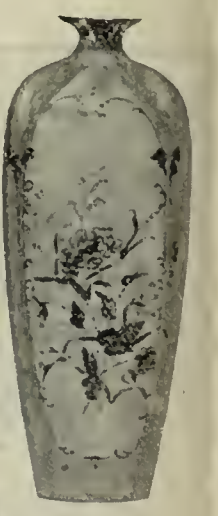
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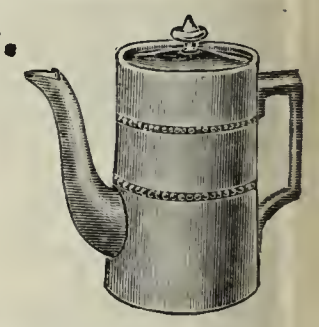
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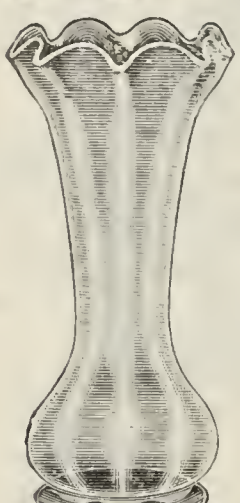
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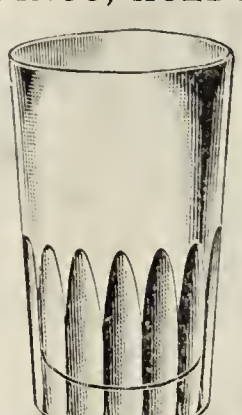


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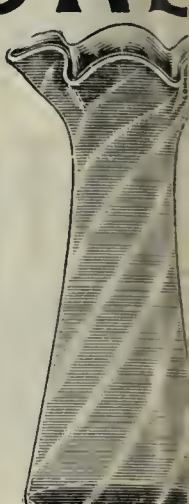
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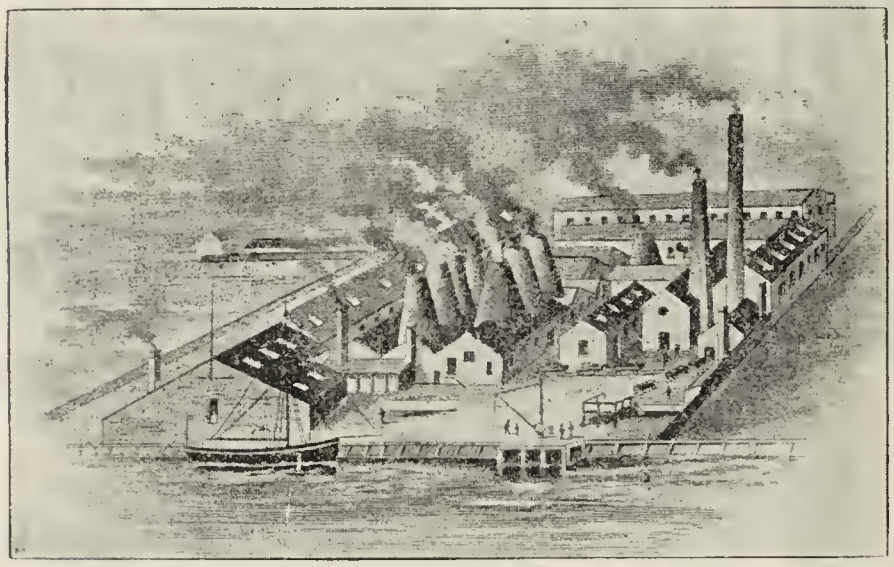
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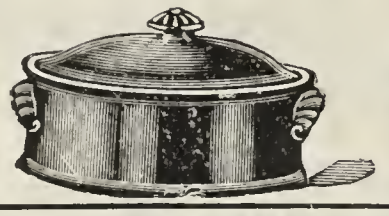
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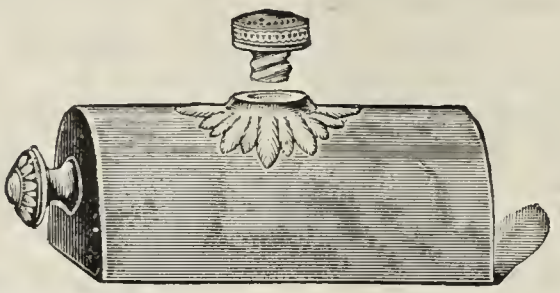
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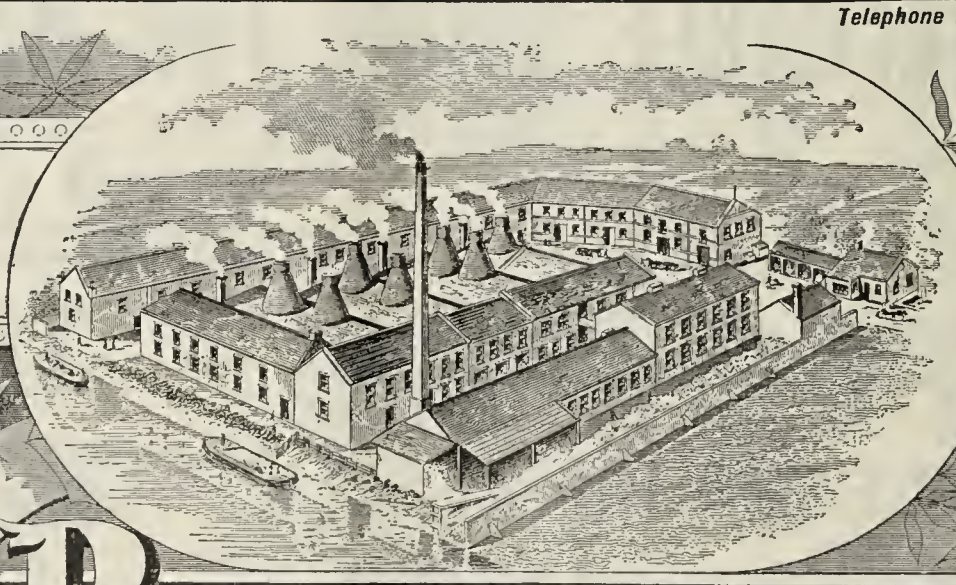
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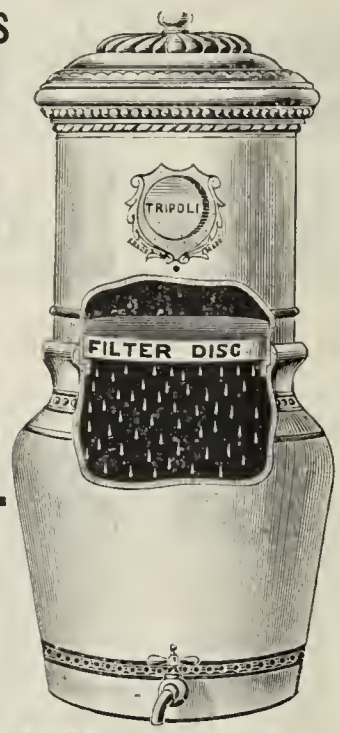
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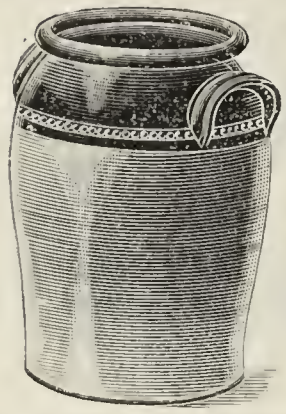




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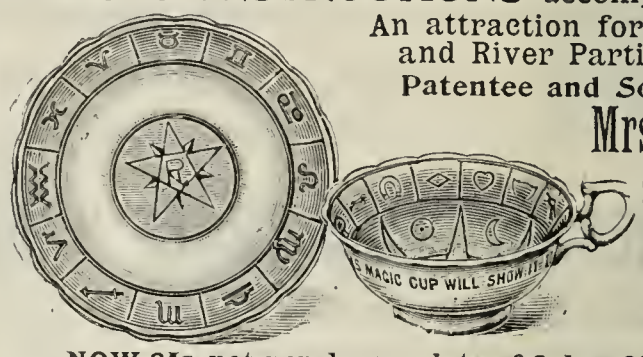
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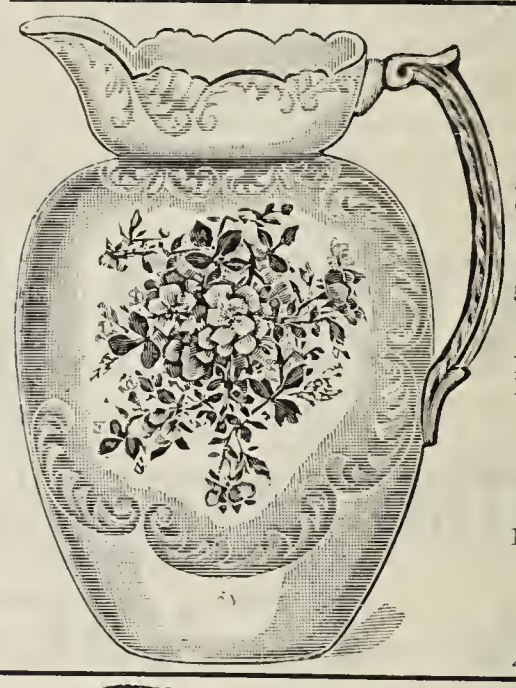
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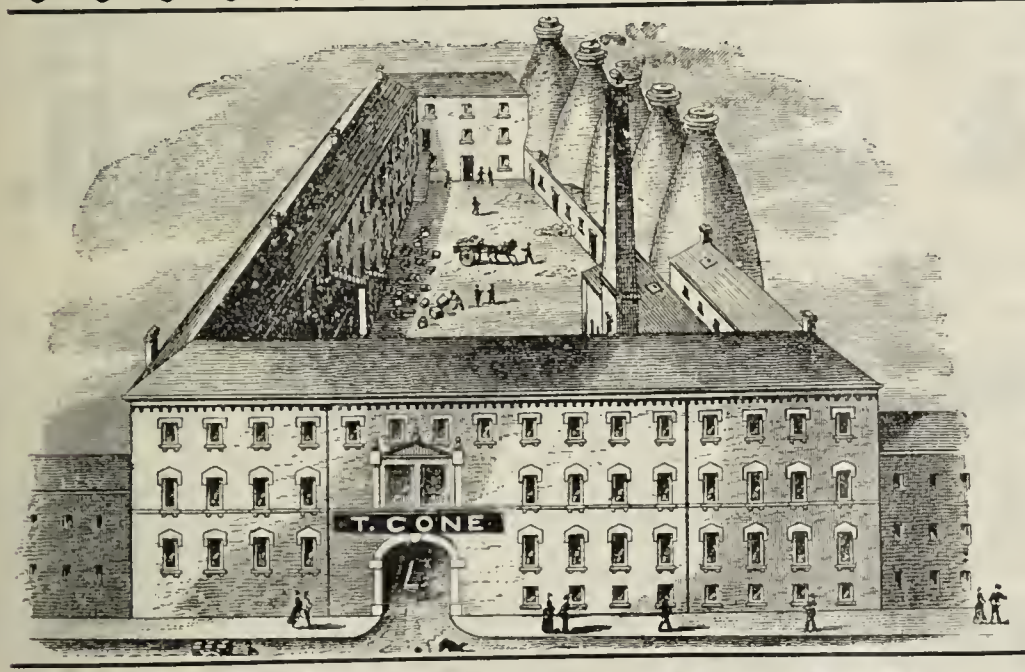
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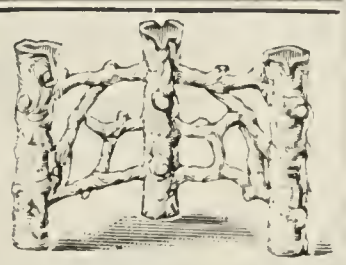
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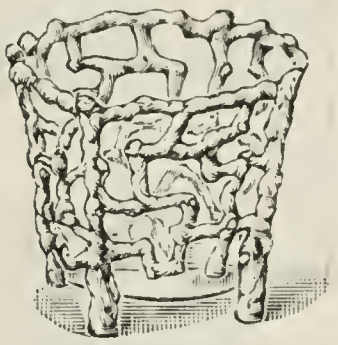


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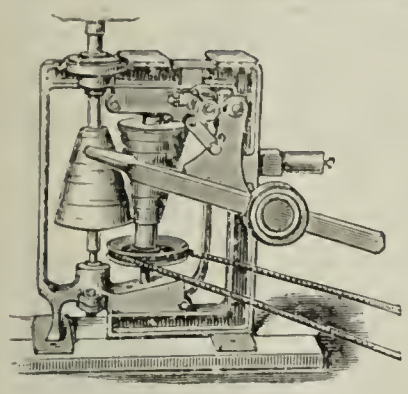
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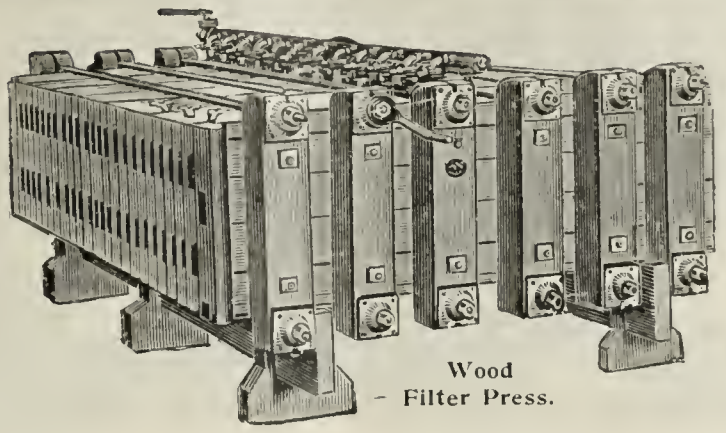
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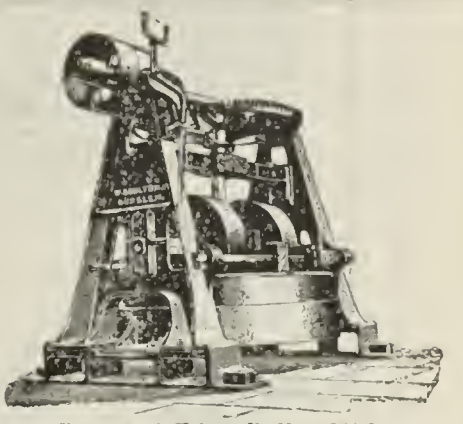
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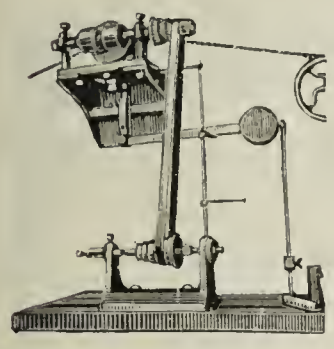
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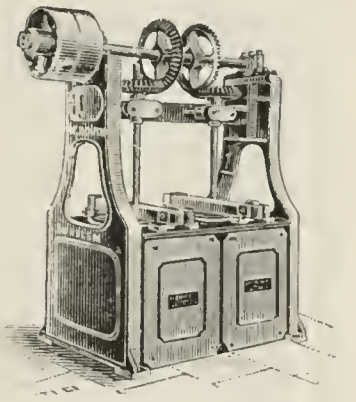


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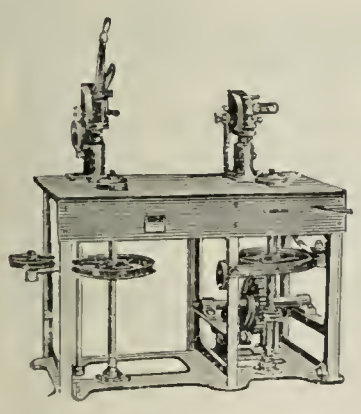
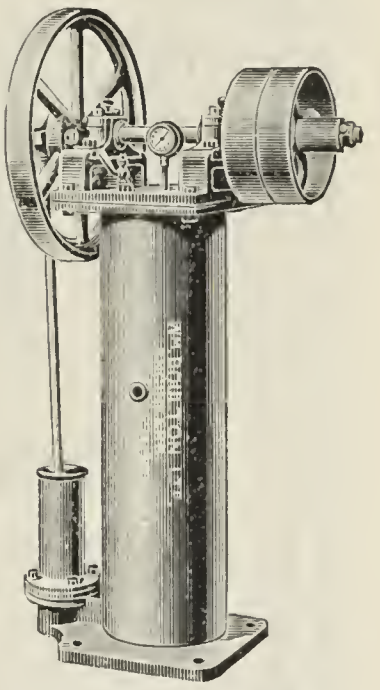
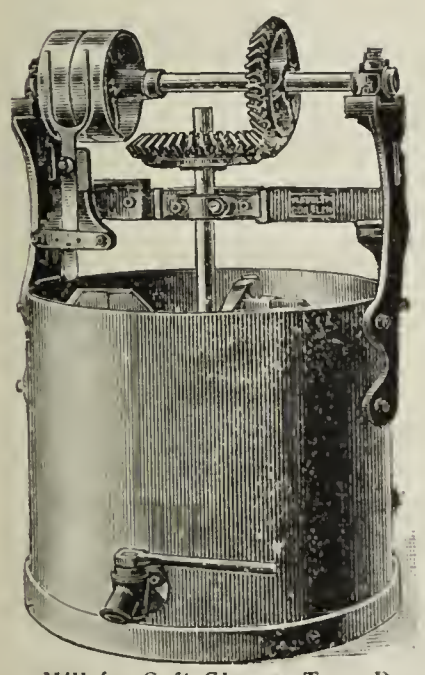


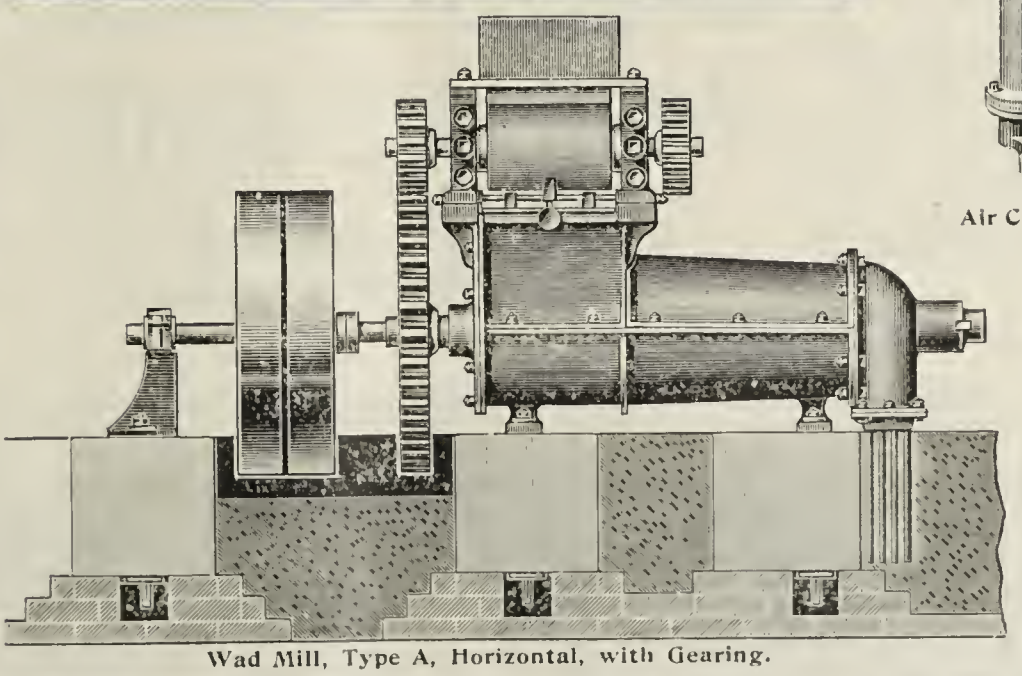
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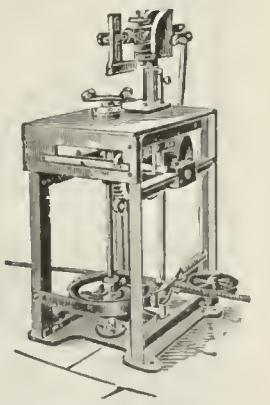
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Publishers' Notices

An Edition of "The Pottery Gazette" is printed on thinner paper for Colonial and Foreign Circulation.

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Editorial Notes.

A SPLENDID FUTURE—SHALL BRITISH MANUFACTURERS SHARE IT?

SIR WILFRID LAURIER stated a few days ago that he predicted a splendid future for Canada. The new Trans-Continental Railway was but a forerunner of what was to come. Other lines would be required, and the Hudson Bay region would be opened up. Sir Wilfrid Laurier expressed satisfaction at the development of the commerce of the Dominion, especially in Japan, where a commercial agent had been appointed, and he was convinced that Canadian producers would soon be able to dispose of their corn in China. The wonderful and rapid development of Canada is creating an extensive market for pottery and glassware. This, then, brings us to the second part of our subject, the question asked in our heading. By whom is this demand to be met, this opportunity seized, this expansion, and its resultant prosperity, shared? We are convinced that if British manufacturers will only bestir themselves, this prize is well within their reach. The choice of winning it by effort or losing it by negligence is theirs to make, and must be made new. We cannot emphasise our point better than by appending some extracts from the official statistics of Canadian imports for the nine months ending March 31, 1906, which are just to hand. The small or large "i" or "d" in brackets denotes a small or large increase or decrease as compared with the average for the corresponding periods of recent years. Earthenware, china and granite ware: U.K., $677,652 (d); U.S.A., $203,119 (I); total, $1,196,213 (i). Glass, other than plate or window: U.K., $125,534 (I); U.S.A., $419,565 (I); Germany, $97,381 (D); total, $816,002 (I). We much regret that His Majesty the King has decided that he will be unable to visit the Dominions of Canada this year, as suggested. We feel sure, however, that our kinsmen will realise the force of the reasons supporting the decision, and will understand that the invitation is not declined through any lack of appreciation of the importance or loyalty of this magnificent section of the Empire.

WHY NOT CHINA? A SUGGESTION TO DEALERS.

EVERYONE will commend the famous Hanley tailor who is seeking to encourage national interest in the art of swimming. When we have persons aiming at the highest ideal in any pursuit, it encourages others to come as near the attainment of that ideal themselves as they can. If anyone succeeds in imitating Captain Webb by again swimming the English Channel, he will do much to popularise one of the most healthful and most useful accomplishments. Believing this, a Hanley tradesman has generously offered to present a silver trophy to the swimmer who first achieves the difficult task. It is to be regretted that it did not occur to a tradesman in the Potteries to give a local character to his handsome presentation by making it in the form of a Porcelain trophy. It would have been a graceful compliment to the industry by which most of the donor's patrons earn their livelihood. The emblematic ornamentations—swimmers in the sea, groups of dolphins and shells, views of the French and English coasts, with a groundwork of sea waves and seaweeds and

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AND . .
ROYAL WORCESTER VITREOUS
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the necessary inscriptions—could all have been carried out on Porcelain as well as, perhaps even better than on silver. We have repeatedly urged local China dealers to make an effort to popularise the substitution of China vases, cups, and trophies for silver as prizes in competitions. Manufacturers cannot do this without being charged with "going past the dealer." But if local tradesmen will not do it, it may be that manufacturers *will* go past them. In all parts of the kingdom there are amateur boating, golfing, cycling, swimming, cricket, and other athletic clubs which offer "cups" as prizes to successful competitors. It is for local china dealers to find out these clubs and to suggest to the secretary or other official that a Porcelain vase or cup would be a welcome variation from a silver one. The intrinsic value would be just as great, and a Porcelain vase, with the winner's name inscribed in gold or colour, would be an artistic ornament far more acceptable in the majority of homes than a silver cup. There is another view of the question. When presenting these inscribed "cups," club officials have an eye to the publicity thus given to the part they have taken in promoting particular pastimes or sports. A Porcelain prize would be a more permanent record of the donors than a silver one. Once out of the possession of the actual winner or his family, the inscription on the silver cup would detract from the value of it, and the cup would probably be melted down for the sake of the silver alone. On the other hand, a Porcelain vase would be permanently preserved by anyone into whose possession it came as a beautiful work of art. The name of the donors would be preserved with it. At the Staffordshire Agricultural Show recently held at Stone a gentleman presented a handsome silver trophy to be awarded to the best group of cattle. Again we ask, why not "a handsome China Trophy?"

THE LEADLESS GLAZE QUESTION.

THIS is what the French would call the "black beast" of the pottery trade. Surely no industry was ever so grossly misrepresented as the pottery trade has been in connection with this subject. We referred last month to the circular of the Christian Social Union, urging the public to buy none but leadless glazed pottery. The reverend chairman of the Union is at liberty to advise the public to take this course if he chooses to do so, but he is not entitled to make a grossly exaggerated statement on the subject. He says: "So long as lead glazes continue to be the rule and leadless glazes the exception, so long will there exist for a large number of men and women the possibility of incurring death, or blindness, or paralysis, as the result of their occupation." There have been many improvements since 1902, but in the "Standard," of March 8 of that year, Dr. A. M. McAldowie, M.D., Senior Physician to the North Staffordshire Infirmary, writes as follows. Speaking of the preventive measures then employed, he says: "Success has been so marked, that we now consider lead-working in the pottery industry a comparatively safe occupation . . . Although I practise in the midst of the Pottery district, during the past twelve months I have seen, both in consulting and in private practice, more cases, and more severe cases, of lead poisoning amongst house painters and other persons than amongst potters." On this subject it will be admitted that the opinion of an experienced hospital physician like Dr. McAldowie, practising in the midst of the Pottery district, is more reliable than that of a clergyman living in London. But there is another phase of this question, and one that is likely to injure the trade of honest manufacturers. Supposing a person decides that he will only buy "leadless glazed" ware, what guarantee has he that he will get it? The words "leadless glaze" on the bottom of a teapot, without any manufacturer's name, are no guarantee, and they simply provide the means for another fraud. The purchaser of a teacup marked "leadless glaze" cannot possibly tell whether it is lead glazed or not, and there is no one to appeal to to satisfy him on the point. We felt that this condition of affairs was so unsatisfactory to the public and so unfair to honest manufacturers, that we requested a Member of Parliament to ask the Home Secretary in the House whether there was any inspector whose duty it was to take notice of a case in which pottery was falsely described for purposes of sale as leadless glazed. He did not see his way to ask the question in Parliament, but his reply may interest manufacturers. In acknowledging our letter, he says:—

> "I fully sympathise with your desire to protect the honest manufacturer against fraudulent competition. The attempts of ignorant philanthropists to interfere with great industries are, of course, always certain in the end either to ruin the industry entirely, or else to fasten upon it a network of inspection and official interference which renders its continuance extremely difficult. In my opinion, however, the remedy for this can only lie in the readiness of the trade concerned to defend its own interests, and I am well assured that one or two prosecutions of persons selling pottery under a false description, conducted by the trade itself, would effectively open the eyes of the public to the existence of the injurious frauds of which you complain. The alternative course of further Government inspectors to attain this end is, in my judgment, an entirely mistaken course, and one which must infallibly result in the increased and perpetual harassment of your industry by more officials, to the public injury and at the public expense. The latter course appears to be the one suggested by the question which you propose that I should ask the Home Secretary, and that being so, you will readily understand that while I thoroughly appreciate the interest and importance of the matter, I should not feel justified in asking it in its present form."

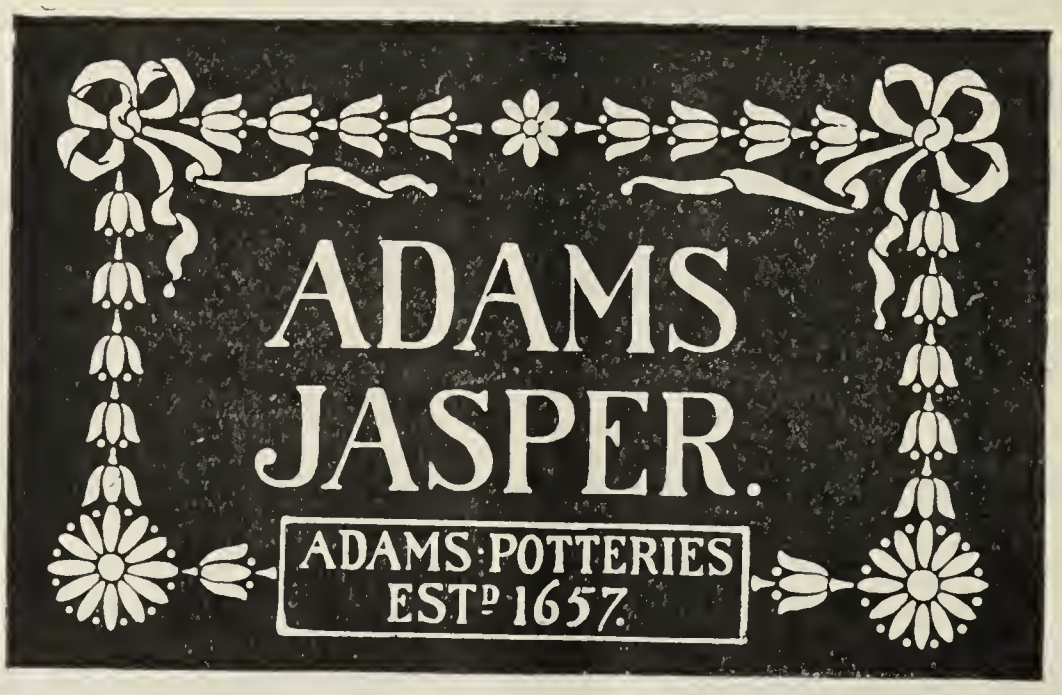
We admit that the hon. member's reason for declining to ask the question submitted to him is intelligible. The inspection required would, of course, entail some expense, just as the inspection of butter and of articles marked "gold" does, but it would not in any sense harass the industry. It would harass dealers who falsely describe pottery as "leadless" when it is lead glazed, but since this would be to the advantage of the public, they should be harassed. Perhaps the Christian Social Union, who are going to considerable expense in advising the public to ask for leadless glazed pottery, will go to a little more, and assist them to "see that they get it." The inspection of pottery described for purposes of sale as "leadless," so far from harassing honest manufacturers and dealers, will protect them, since it will minimise, if it does not remove, one of the many forms of unfair competition with which they have to contend. We have before us the list (circulated by the Christian Social Union) of dealers who are said to stock leadless glazed pottery. We are quite sure that none of them would sell a lead glazed article for a leadless glazed one. But they are few in number, and only a comparatively small stock of it is kept by any of them. Unfortunately, however, there are dealers who would not hesitate to sell a lead glazed cup when asked for a leadless glazed one, rather than lose a customer. We have seen in a window full of pottery a card stating that it was all leadless glazed, when we knew, and everyone in the trade knew, that many of the articles were lead glazed. The arguments used to induce the public to demand leadless glazed ware are based on exaggeration and misstatements by persons



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ignorant of the methods and processes employed in the trade. Nevertheless, manufacturers will forgive even these if the agitators will protect their disciples by prosecuting those who deceive them, or if they will induce Government to undertake the prosecution.

Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

THE SALE OF "SECONDS."

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—A very frequent complaint one hears now and again from retailers is the sale of "seconds" in the public markets of towns up and down the country. I am frequently asked by representatives how it is that I have dropped such and such a pattern. My only answer is because it can be bought in the market-place for much less than I pay for it, and I see no benefit to be derived from keeping it. I am told, "Oh, we can let you have the seconds if you like, and you can then cut at these market dealers." Am I to empty my windows on my best day of the week to display this class of goods, to the detriment of my better class trade? Not likely!

Another says: "You see we sell all our seconds to an agent, and he does what he likes with them." Then I say, "Tie him down not to sell in the districts where these bests are sold." Only recently I bought a line in dinner ware of a new pattern, and to my horror only a few days afterwards I found crates of it displayed at prices—well, let's not say—in the open market.

It is a most unfortunate state of affairs that makers can't find some means of disposing of their seconds in towns where this opposition would not arise, and doubtless it is a difficult question to solve, but as it is bound to seriously affect their trade it is for them to work out a scheme to alter it. It takes a critical eye to detect where the defects are in some of these so-called seconds, and I intend for the future to drop all patterns I see thus exposed for sale.

Perhaps if sufferers through this cause were (as I do) to take a walk through the market-place and send a list of makers' names whose goods are there sold to the secretary of the China and Glass Dealers' Association, something might be done in the mutual interest of both the manufacturer and retailer.—Yours, &c.,

July 12. CHINA DEALER.

THE GLASS BOTTLE TRADE.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—Would you kindly inform me by the envelope enclosed what is the approximate number of members of the Glass Makers' Union, where is the union's head offices, and the name of the secretary, and are the masters in the glass bottle trade getting as good profits now as they were fifteen years ago; and if the glass blowers are getting as good wages as years ago? I shall be glad to know, too, if there is a possibility, with your kind assistance, how many more men could be employed by manufacturers if they were working full time, and had all their chairs working. What is considered the chief causes of unemployment, unremunerative prices, and the real practical way by which these can be remedied, so that the industry may be made a flourishing one, and greatly improved both for employers and employed. I should be glad also if you could furnish me with a list of the names and addresses of bottle manufacturers, when I hope to bring before them a solution of the problem of bad trade, and to show clearly how simple is the work, but action not passiveness is the only thing needed. Knowing a disease exists and refraining to use a means at hand to remove the cause. I fear has too long been characteristic of the trade. The time to at least attempt to apply a remedy is now opportune, and by active co-operation such can be applied effectually.—Yours, &c.,

July 20, 1906. S. T.

[The above is a very comprehensive inquiry. We are flattered by our correspondent's estimate of our ability, but must confess that we really cannot supply one-quarter of the information he asks. Perhaps some of our readers may be able to render the trade the signal service of securing the assistance offered to improve it.—EDS. P.G.]

SOME REFLECTIONS OF AN OLD CHINA DEALER.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—Since we are above everything else a manufacturing nation, it follows that the distribution of our manufactures is a question of vital importance. There are three parties deeply interested in those manufactures, the producer, the distributor, and the user, or, as he is generally called, the consumer. (Under the head of "producer" I include both the capitalist who finds the money, and the worker who makes the thing produced.) The object of the first of these parties is to get his productions into the hands of the third, and the accomplishment of that object is the work of the second. As to the relative positions of the three parties concerned towards the success of the manufactures upon which our national prosperity so largely depend, it is difficult to decide. Speaking generally of our manufactures in the aggregate, the principal parties concerned in them are of course the man who wants the things produced and can pay for them, and the man who can produce them. But when we come to deal with manufactures separately, we realise the necessity for the other party, the distributor. The producer wants to sell his goods quickly when he has produced them, and the consumer wants to be able to obtain goods conveniently, just when he wants them. The distributor assists them both, is, in fact, necessary to each of them. When we remember that each one of the hundreds of manufacturers must sell his productions in order to live, and that the distant consumer must have a number of productions from which to select if he is to be efficiently supplied, we shall admit that the distributor is by no means the least important of "the three parties concerned."

Is it not a mistake that the men who distribute the world's products do not receive more direct attention from the producers? They certainly do not receive the attention from some makers of those products which their position as distributors of them demand. If a manufacturer of a commodity which dozens of other makers are engaged in producing wants his share in the supply of it, he must appeal directly and pointedly and persistently to the distributor. His advertisements should be constantly before the retail dealer. It is all very well to say "Advertise in the daily press and create a demand for an article and the dealer will be obliged to stock it." But suppose there are a hundred articles of the same general description extensively advertised, and more or less asked for, what is the distributor to do? He cannot stock them all, that is certain, so he will probably stock those likely to give him the most profit, and when asked for one of the advertised lines will submit something "quite as good, I assure you, in fact many persons prefer this." The customer, who (if it is in a provincial town) is probably known to the dealer, accepts the substitute, and the advertiser who appealed to the consumer loses a customer, while the

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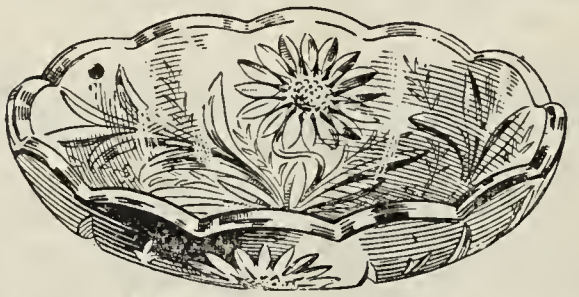
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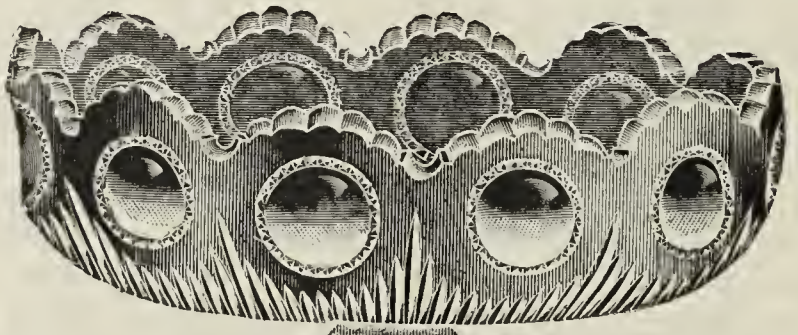


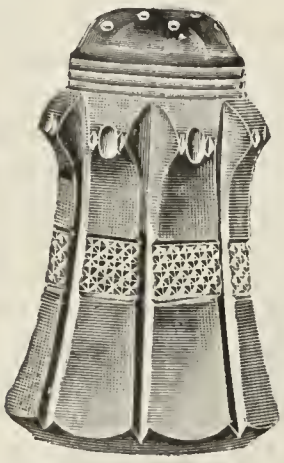
Crystal Rock Oval Dish, 8", 9", 10".

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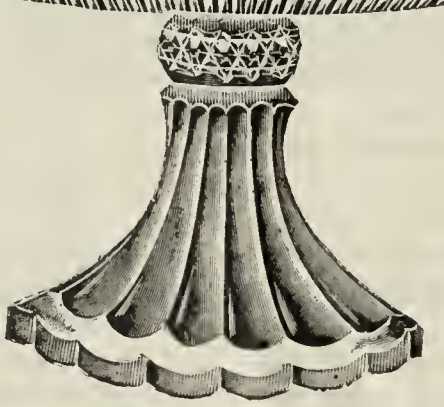




15071.—Sugar Sifter.

SHOW ROOMS ARE OPEN DAILY FROM 9.30 to 6.30.

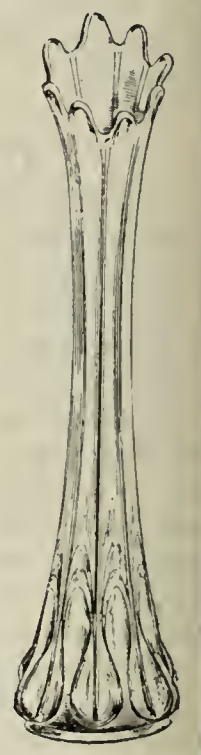
A CALL IS RESPECTFULLY SOLICITED.



15078.—Trifle Dish.

Head Office: PITTSBURG.

Branch Offices:
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CONSTANTINOPLE,
FRANKFORT (GERMANY),
NEW YORK,
PHILADELPHIA,
BOSTON, BALTIMORE,
CHICAGO.
SAN FRANCISCO,
SYDNEY, N.S.W.



16062.—Vase.
8", 12" 16".

anufacturer who had appealed to the dealer gains one. the case of a patented specific which nearly all dealers ock at a fixed price, appeals by the proprietor to the iblic by advertisement will of course maintain the demand. ut when manufacturers of general articles realise that their oductions cannot possibly be kept by all dealers, and that hen asked for at a shop which does not happen to keep em, something else is sure to be sold in place of them, ey will think more of the distributor, and will not fail keep their productions under his notice in the best ssible way. There is another aspect of the case. Dealers, r the sake of extra profit, are stocking more and more of reign goods. The home manufacturer is thus finding a rious difficulty in disposing of his output through the d trade channels, and is necessarily seeking other means providing an outlet for his goods. This must cause a idening of the struggle, and on the one side it will be the aker going direct to the public, against the dealer with is foreign stock.—Yours truly,

AN OLD DEALER.

ARE BRITISH GLASS MAKERS DETERIORATING?

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—When I forwarded you the letter in reply to the ticle appearing in the December number of your journal, quite expected a reply would be forthcoming dealing ith the points at issue. Your correspondent made rtain assertions and statements which in all fairness he ould be prepared to prove, and instead of turning to some her aspect or phase of the question, as he does in his cond article of May 1, let us clear up the subject-matter at is contained in the previous one. It is quite easy to ndemn, to make charges against any body of men or mployers. I might do the same, but at present am mpletely satisfied in dealing with the question at issue, nd before we take up the statements made in the later rticle let us inspect the ground that we have covered. our correspondent assumed that deterioration had taken lace in the workmanship put on the articles at present anufactured on the part of the men, and gives certain asons and conclusions as being responsible for the said terioration. I replied that the grounds of his contention ere based upon unfair and unsound conclusions, giving atements showing that the actual workers are at present oducing work of as good a quality as formerly. I ask m to explain how the workless glassmaker can qualify r the better class of work whilst he is severed from all nnection with it. He suggests they should do this; t him give us the details of how it is to be done and ove the possibility of his reasoning. Then, again, he ses the whole solution of the problem on the "apprence question," and, again, we workers are in the meane contenting ourselves with asking for information; nd surely one so conversant with the flint glass trade as our correspondent can explain the actual workings of e apprentice laws at present, can by so doing put indeendent minds in a position to judge what the position is, nd how far the detailed working of the present existing pprentice agreement has been responsible for the terioration that he points out has taken place. I am leased to find that the article was written with such a udable object as to wake up all connected with the glass dustry. There is no misconception on my part of what e article in the December issue meant or was intended to complish, and my letters in reply are with the object getting understanding, not with any intentions of proking controversy, but of bringing out both sides of the uestion. The old adage "One side is good until the ther is told" is very applicable to the glass trade to-day, nd, taking one question at a time, we shall do our best clear away prejudice and misunderstanding, and find common ground for action on the part of employers and workers. The writer asserts that he knows the mistakes of the rules (written and unwritten) of the society. It serves no good purpose for us to retort that we know from experience that the action of unscrupulous employers have in every case made those protective laws a necessity, that we know the motives that moved actions that have been as detrimental to the trade as anything that has been advanced as having been done by the workers. We are inclined to think that his knowledge of the laws of our union is at fault when we come to consider his statements in connection with the laws of promotion, for no employer is compelled to employ a man who cannot do his work or who is not competent for the class of work that is required of him; nor do the union insist in sending incompetent men to situations to deter young men (who are competent) from getting promotion. This point I explain here because it is one of those statements that has appeared from time to time in the public press. Otherwise, in the meantime, keep to the question, let us go on with the explanations, fight out the one crucial point. Afterwards I shall be pleased to deal with the whole of the problems as to the benefit of the society's workings. The suggestion that the various sections of the industry should get together and discuss urgent matters affecting our trade is, in my opinion, a very good one, and one that we workers have in the past been ever ready to fall in with. It will be the first step toward action and understanding. Why do not the employers show the way to such a desirable end? I once more say, "Common action is demanded by employers and men." But we recognise the fact that until the employers have made up their minds to move for the benefit of the trade, and made an attempt to develop the common class of goods which is more and more being taken from us, and which I may assert accounts for our unemployed and its proportions more than the finer class of work which you state the men were not so proficient in, and not till then we shall hope for a greater share of the production of glass for our own market than what we presently have. Thanking you for the insertion of this long letter,—Yours, &c.,

31, Garngad-avenue, Glasgow. HENRY STANLEY.

[We prefer that our correspondents should discuss this question themselves, but regret they allow too much time to lapse between their letters. We must, however, point out that the original charge against the glass workers was that they had not amongst their unemployed, men qualified to do better class work. According to their own statement, there was a demand for these men, and the Society regretted it could not find them.—EDS. P. G.]

ANSWERS TO CORRESPONDENTS.

R. F. G.—We send you the names of several makers.

L. M.—We cannot trace the maker from the small piece sent. It is English earthenware.

R. H. & Co.—Thank you for your suggestion. We will act upon it the first opportunity.

O. M.—We advise you to offer the goods at a considerable reduction. They are likely to depreciate in value still further.

Ambitious.—You are right in wanting to improve your position. Every assistant should aim at acquiring a shop of his own, but you cannot do much with the amount you mention.

Beginner.—A business training in a retail shop is useful to you, of course, but it is unfortunate you have so little experience of pottery. You do well to engage an experienced assistant. You will soon learn the details, but meantime you are dependent upon him.

"BURLEIGH-WARE."

High-Grade Semi-Porcelain.

TOILETS.
DINNER SETS.
FANCY GOODS.

ORIGINAL REGISTERED SHAPES.
ARTISTIC DECORATIONS.
MODERATE PRICES.

NEW SEASON'S SAMPLES IN GREAT VARIETY.

BURGESS & LEIGH,
MIDDLEPORT POTTERY,
BURSLEM.

REPRESENTATIVES:—

COUNTRY :—
MR. A. H. HOLDCROFT.
MR. WILLIAM H. LEIGH.
MR. R. J. HEATH.

LONDON :—44, Farringdon Street, London, E.C.,
MR. J. POINTING
NEW ZEALAND :—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.
AUSTRALIA :—THOS. W. HEATH & CO.,
51, Paling's Buildings, Sydney.

Buyers' Notes.

Mr. William Ault, Swadlincote, near Burton-on-Trent, is an art potter who enjoys a widespread reputation for a particular class of art ware. "Ault Faïence" has interesting features of its own, which are well known and appreciated in the trade. What those features are can be readily gathered by an inspection of the samples now on show at the rooms of Messrs. Green Brothers, 49, Hatton-garden, E.C., Mr. Ault's London agents. The samples are well displayed in a large room devoted exclusively to them. They constitute an impressive demonstration of the artistic capabilities of Mr. Ault's works. There are useful and ornamental goods in great variety, including pedestals and pots, ranges of flower vases in all sizes, grass vases, table pots, umbrella stands, hanging vases, plaques and grotesques in abundance. Of course, these are articles that are produced by nearly every manufacturer



AULT FAIENCE.

of art pottery, but the striking characteristics of "Ault Faïence" are conspicuous. New ideas in modelling are seen in the shapes, and novel colour schemes form pleasing decorative studies. What is known as the "new art" is represented in its best phases. It is always satisfactory to look upon bold, well-defined outlines; these are seen supplemented by beautifully thought out and pleasing detail in the latest ornamentaion applied to "Ault Faïence." Amongst several reproductions of old-time styles is the "Georgian" pattern pedestal and pot, of which an illustration is given. There is also a full range of "Georgian" flower vases in various colours. Mr. Ault makes a special feature of plant pots in all sizes, and in a variety of self colours. Cleverly executed embossments, conventional and natural, are shown to advantage on umbrella stands, pedestals, and other large pieces, while in contrast to them there are others with plain surface, depending for their beauty on graceful outline, and aesthetic ornamentation. Domestic requisites are supplied in plain art colours, and in shaded and mottled effects. Toilet services with tall or low ewers, trinket sets (plain and fluted), and tankard jugs in several patterns are amongst the useful articles. Quaint grass vases, grotesque flower holders, spittoons, and paper weights, are included in the large and very miscellaneous assortment of oddments. Mr. Ault has now in hand a number of new decorative designs, and several new and effective colour combinations. The designs are characterised by great freedom, and include an artistic theme worked out by applied slip. This, and the new colour scheme, are only in the experimental stage at present, but the pieces we have seen indicate new departures in "Ault Faïence" that will be appreciated. Swadlincote is much more easily accessible than hitherto, as the electric cars of the Burton and Ashley Light Railway now run past Mr. Ault's works.

Booths, Ltd., Tunstall, are represented in London by Messrs. Green Brothers, 49, Hatton-garden, E.C. It is interesting to note that this connection of manufacturers and representatives has now existed without a break for about three-and-thirty years. Messrs. Green Brothers have a large assortment of the company's samples, well displayed in a room possessing an exceptionally good light. This is an advantage in the inspection of good pottery that cannot be over-estimated; at the same time, if there are any weak points the good light is sure to emphasise them. Messrs. Booths, however, have no fears on this account, but are quite willing that their well-known "Silicon China," and "Royal Semi-Porcelain," should be subjected to the closest inspection. They are proud of their "Silicon China," which they claim is "the perfection of English opaque porcelain." The majority of us cannot afford a china dinner service, much less a china toilet service, though we admire and appreciate them when we see them. "Silicon China" very closely approximates to fine china, particularly in



FIG. 1.—GEORGIAN TOILET SERVICE.

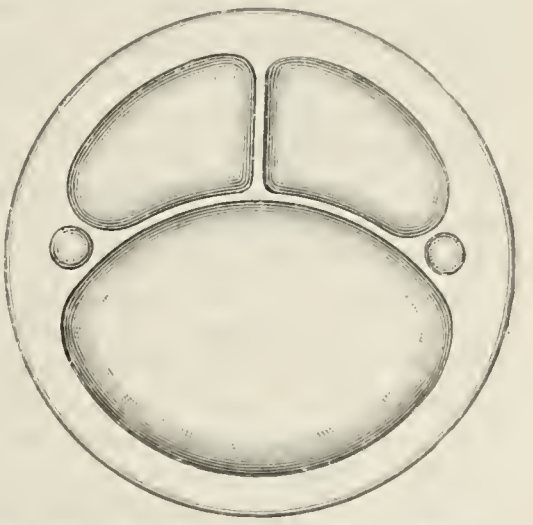


FIG. 2.—A SERVICE PLATE.

its beautifully clear surface, which admits of the high-class decorations usually applied to china. These decorations may be seen on the samples now in the London showrooms. Attractive patterns are neatly printed by the company's own special process—the impressions being sharp and clear. Nothing could be more satisfactory than a dinner set, with crest or monogram, and Royal blue band and gold lines. The "Renown" pattern is a good dinner shape shown in plain white, or fancy border in neutral or delicate green colour, and with or without gold edge. We give an illustration, Fig. 1, of the "Georgian" shape toilet service, with the familiar willow pattern decoration. It is supplied in pale blue, and with or without gold edge. In addition to their large selection of complete sets, the company make a variety of miscellaneous pieces—some of them novel and ingenious. For instance, they are showing jugs of all kinds with a small ring or loop at the bottom of the handle, by which the jug is suspended from the dresser. The jug hangs in an inverted position and as the mouth is bottom, no dust can fall into it. This loop is part of the handle proper and is perfectly safe. A very useful service plate is divided as shown in the illustration, Fig. 2. It is for serving meat and two vegetables with a supply of salt and mustard. It is equally useful for invalids, or for sending out a meal from restaurants. The vegetables are kept separate from the meat without the inconvenience of a multiplicity of dishes. The design is protected by registration. Another useful domestic requisite is the "Princess" pie dish and crust support. It is at once a simple and effective arrangement for supporting the crust of fruit, meat, or game pies. A pie served in the "Princess" dish looks inviting to the end, while the facilities for serving it presentably are improved. Fig. 3 shows the pie dish before use, with the crust support, which is removable and dispenses with the use of a pie cup. Fig. 4 shows the pie dish in use, and the opening in the support through which the contents may be served. The crust cannot sink into the contents of the dish, as it remains supported until the pie is finished. The "Princess" is patented. Messrs. Booth are also manufacturers of decorated glazed tiles for hearths, grates, walls, and other useful and ornamental purposes.

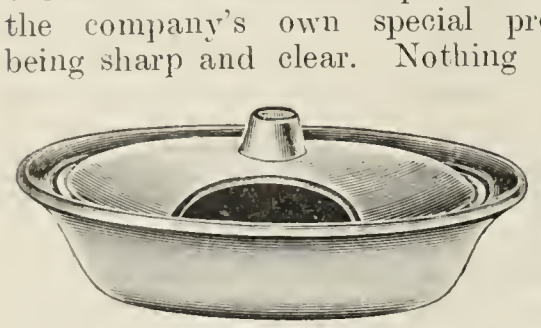


FIG. 3.—PRINCESS PIE DISH AND COVER.

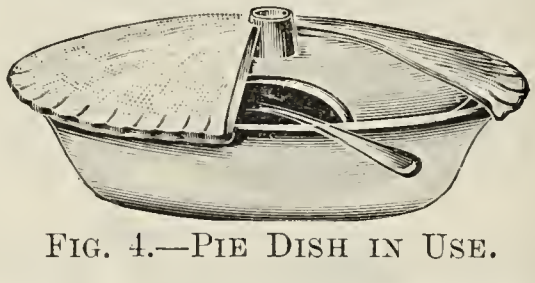


FIG. 4.—PIE DISH IN USE.

Shorter Brothers, Crispin-street, Spitalfields, London, E. (and at Tunstall, Staffordshire), are among the oldest wholesale pottery and glass dealers in London. I was reminded of this fact when at their warehouse a few days ago. Looking up at one of the huge oak beams (there were no steel girders when these premises were built) which carry the upper floors, I saw the time-faded inscription, "John Shorter," in large letters. Through all the renovations that have been carried out on that ceiling from time to time that inscription seems to have been left intact. Sentiment counts for something even in business, and the present proprietors are to be commended for preserving this memento of their ancestor who founded the business in 179[illegible]. Messrs. Shorter Brothers continue the traditions of the firm as wholesale dealers, catering for retail distribution of pottery and glass, and they do cater for them most thoroughly. They keep an immense stock at their warehouses, and they claim to be able to supply a shopkeeper at once with everything he requires for opening a china and glass shop. Then having done that they are able always to make up his stock with the newest goods. Beginners sometimes start with the intention of "buying everything direct." This, no doubt, is correct as a theory but not easy to practise when building up a business. To take an empty shop and stock it with such a varied assortment of pottery and glass as a dealer must keep to meet even ordinary requirements, it would be necessary to have selections from, at the least, a score of different manufacturers. It is the business of the wholesale dealer to keep every grade of earthenware, china, and glass always in stock. The retail dealer is thus spared the trouble of a number of separate purchases, and can have small quantities of the productions of many manufacturers delivered to him in one consignment. When his trade admits of the purchase of a crate or a tierce of one particular line the dealer may think of "buying direct," but even then he could not altogether ignore the convenience afforded him by the large wholesale dealer. It is well known in trade that in most cases quantity regulates price. Messrs. Shorter Brothers receive into their warehouse, on an average, five railway truck-loads of goods a week, which enables them to buy and to sell on the best terms. They keep the latest novelties in lines suitable for each season. If during the present warm weather a dealer runs short of ice glasses, ice plates, ice tubs and drainers, ice tongs, or lemon squeezers, he can get them on application at Crispin-street. Later on foot warmers and fireproof cooking utensils will be in demand, while toilet ware, dinner ware, and tea and breakfast ware are, of course, always on hand in abundance. The firm will forward an illustrated catalogue to any one in the trade on application.

The Star China Company, Atlas Works, Longton, are manufacturers of "Paragon" china In this they make all kinds of useful table ware, such as breakfast, tea, and dessert services, trinket sets, teapots, and sweets, and a variety of fancy pieces. Mr. C. Berry, 25, Ely-place, Holborn-circus, E.C., is the London agent of the Company and he has a number of new shapes and decorations now on show. This, indeed, could be truly said almost at any time, for Mr. Berry is constantly receiving additions to his samples. The company's principal lines are tea and breakfast sets, and the samples of these are nicely varied to suit a medium and better-class trade. Plain shapes are in demand just now, and neat, simple ornamentation. Among specimens of the company's present types we illustrate three of their most popular shapes. The "Jewel" shape is graceful in outline, and is shown in several neat, quiet ornamentations. One consists of pretty little rosebuds and either with or without a Greek key border in light



THE STAR CHINA COMPANY.

blue. The "Daisy" shape (low and tall) illustrated makes a very pleasing tea service. The third shape illustrated is the "Midland" coffee cup, a good form that

imits of many neat decorations. The Star China Com-ny are very happy in their patterns, which are all in od taste, particularly those on "New Art" lines. me good lines in teapots are shown. Afternoon tea ts and coffee sets are supplied in plain patterns and highly corated. Arms ware in "Paragon" china is a special ie, and the number of heraldic devices now supplied is ry large. Specimens of carefully executed badges and onograms for hotels, ships, restaurants, &c., are shown.

Frank Beardmore & Co., Sutherland Pottery, Fenton, e manufacturers of general earthenware in semi-porce-in and ivory. Their London agent is Mr. John Brock, 5, Thavies-inn, Holborn-circus, E.C., at whose showrooms mples of the firm's productions, including the latest velties, may always be seen. Toilet services and dinner are are prominent among the firm's samples, and several velties in shape and ornamentation are shown. The Renown" toilet set should justify the name given it. is pleasing both in form and decoration. Our illustra-on of the ewer and basin shows the "Renown" with one



F. Beardmore & Company.

the many pretty decorations which are applied to it. feature of the ornamentation shown is the pattern both side and outside the basin. The firm's "Togo" toilet t is not a new shape, as its name implies, but it is still ing well, and is on show in several decorations. It has a rge, round, non-splashing basin, which has no doubt ntributed to its popularity. There are buyers, un-rtunately, who perhaps will not look at the "Togo" ilet set because "they saw it last year," and for no her reason. It is a pity that with so many persons n the trade we mean—not among the public) novelty unts for so much and merit for so little. A useful variety dinner ware is on show. The "Thames" shape, of hich we give an illustration, in supplied in many pleasing corations—printed patterns and colour combinations. has a useful size oval vegetable dish, and looks well in rder patterns. The firm show samples of teapots, jugs, eese stands and covers, dessert ware, badged ware, and spital goods of all kinds. Mr. Brock has now on show me new patterns and shapes in the firm's "Sutherland rt Ware." This includes a large variety of fancy shapes d a good range of art vases. Several types of decoration are included, but the one most used has light green ground with shaded landscapes, and other scenes. A novel and pleasing effect is produced on some of the pieces, which have a light ground on the upper portion, and a darker ground on the lower half. The ornamentations include a "Wayside Inn," and a number of rural scenes. The firm are also supplying special local views on their Sutherland art ware. For instance, there are "Surrey Scenes," "Sussex Homesteads," &c. They are prepared to supply views of any interesting locality, but have already a number of rural landscapes that will be acceptable in any country district. Messrs. Beardmore make a good variety of earthenware teas, fluted, plain, and white, and printed and decorated.

Adderleys, Ltd., Daisy Bank Pottery, Longton, and 49, Holborn-viaduct, London, E.C., are manufacturers of both china and earthenware, and have an established reputation for both. A reputation as makers of first-class pottery is not easily acquired, and cannot be maintained without constant care and vigilance. The high opinion entertained in the trade of Adderleys' productions is partly inherited, partly acquired. Daisy Bank Pottery is one of the old Mason factories taken over something like sixty years ago by Messrs. Hulse, Nixon & Adderley. After the death of Mr. Nixon and Mr. Hulse the entire business was taken over by Mr. W. A. Adderley, who traded under his own name until 1886, when he was joined by Mr. W. Mountford and the late Mr. Josiah Warner, and the firm-name became W. A. Adderley & Co. Mr. Adderley retired, and his place was taken by Mr. W. Machin. Soon after Mr. Warner's decease, in 1904, the business was converted into a private company with limited liability, under the title of Adderleys, Ltd. The directors are Mr. Wm. Mountford, Mr. W. Machin, and Mr. J. E. Heath. During all this period there has been a marked improvement in the productions of the pottery and a steady increase in the business. The company have a great advantage as makers of both china and earthenware in the various grades of these manufactures. As dealers always stock both, the convenience of obtaining them in great variety from one house will appeal strongly to the trade. The company have a comprehensive assortment of samples of their goods always on show at their London rooms,

49, Holborn-viaduet, E.C., and as their London business is controlled by Mr. J. E. Heath, one of the direetors, buyers will be able to have any speeial or urgent matter arranged without the delay eonsequent on referenee to the works. We have just seen at the London rooms an interesting eolleetion of the eompany's latest patterns. These indieate that no trouble has been spared to keep both shapes and decorations up to the demands of the day. The prevailing taste (a fiekle faetor to deal with within the last few years) is fully catered for. Their toilet shapes, for instanee, are designed to harmonise with the various styles of furniture now in vogue, while the ornamentations are in aeeordanee with the popular wall hangings and draperies. Toilet ware ranges from ordinary printed patterns (of whieh there is a very large seleetion) to the highest grades, whieh inelude some exquisitely hand-painted deeorations. Amongst the novelties in toilet ware are the "Greeian" and "Paris" shapes, two elegant forms whieh earry appropriate deeorations. Samples are shown of ehina teas and breakfasts, of whieh the eompany manufaeture a wide range. The body is an exeellent one, while the shapes and patterns (like those of the toilet ware) are well up to date. There is a good show of dessert ware, some with blue and gold borders and riehly painted centres are very pleasing. In conneetion with these dessert serviees we were glad to hear that the priees eompare most favourably with those of Continental goods. This applies also and even more especially to china trinket sets, of whieh the eompany are making a strong feature just now. British manufacturers should be supported by the retail trade in the strong bid they are now making for a braneh of trade that has been almost monopolised by Continental makers. In dinner ware some good lines in Adams and Chippendale styles are shown. The company make a very large assortment of sundries, sueh as flower pots, jardinières, sardines, broths and stands, bon-bon trays, eoffee sets, vases, &e. They have speeial faeilities for turning out large quantities of C.C. ware, badged china and earthenware suitable for asylums, hospitals, hotels, &e.

H. G. Richardson & Sons, Stourbridge. — In our last issue we referred to the firm's new "Sunflower" table deeoration. It was our intention to give an illustration of this, but the bloek was not ready in time. We give the illustration now.

Swinnertons, Vulcan Works, Hanley, have appointed Mr. H. Field their London agent, and are now showing their samples at his rooms, 106, Hatton-garden, E.C. They have the exelusive distributing ageney for the United Kingdom of the produetions of J. & G. Meakin, Ltd., Hanley, and amongst the samples of that firm's goods Swinnerton's have a large number of novelties in toilet serviees. One of the newest is the "Cairo" shape, a very attraetive embossed design. It is shown in a number of shaded deeorations of an up-to-date eharaeter. Mr. Field, their London representative, for many years represented Blizard & Isaacs, who have retired from business. Many of the shapes and patterns used by Blizard & Isaaes are now supplied by Swinnerton's, and samples of them ar still on show at Mr. Field's rooms.

American Potters and Coal-Firing.—It has been announced that the manufaeturing potters of the East Liverpool seetion of the Ohio Valley eannot afford to pay 12 eents per 1,000 feet for fuel for the kilns. By aetual test on the same kiln between gas and coal it has been found that eoal is the eheaper. A test between gas and coal was made not long ago at the Burford pottery, a 19 ft. biseuit kiln being used in the experiment. Every pieee of eoal that went into the kiln was weighed, and when the kiln was fired off the coal bill amounted to $32. Odd work amounted to $8, whieh made a total of $40 to fire off a 18 ft. kiln with eoal. The next time this same kiln was fired gas was used. The gas bill amounted to $47, and the odd work amounted to $4, a total of $51 for the kiln. This is a differenee of $11 in favour of eoal.



H. G. Richardson & Sons.

NOTHER ATTACK ON THE POTTERIES

WE are all liable to suffer from misrepresentation, but manufacturers and workers in the Potteries are particularly unfortunate in being so frequently libelled by absolutely untrue statements. In the latest offence there is no uestion of accidental inaccuracy. It is a matter of truth falsehood, and even residents outside the district do not sitate to apply the latter description to the account of e Potteries published by the "Daily Chronicle." That per sent a special correspondent to the district to make quiries in connection with the Workmen's Compensation ill. Whether he fulfilled that mission to the satisfaction his principals or not, it was certainly no part of it to eak of the "hideousness of the place," and to send description of the men and women living there as "aban- ned to immorality, drink, gambling, cruelty, and brutal orts." These and many other reckless statements out the residents—and particularly the cruel charges ainst the mothers—are ably refuted by Mr. Josiah C. edgwood, whose letter to the "Chronicle" we publish the end of these comments. What we wish to draw tention to is the remarkable ignorance displayed by a ndon morning paper on a particular detail in potting. ere is no reason why an able London journalist should derstand all the technicalities connected with the manu- cture of pottery, but there are good reasons why he ould not pretend to understand them when he does not. e repeats the exaggerated accounts, so extensively rculated, of the effects of using lead in pottery glazes, and en, in speaking of lead poisoning, he says :—"As is well own, the disease is entirely due to the glaze in which the ina and earthenware are dipped, and if people did not sist on having so high a glaze on their cups and basins, e disease would disappear." We venture to say the riter of the "Chronicle's" article could not tell whether piece of pottery was glazed with lead or with leadless aze. His statement that "people insist on having a gh glaze" on their pottery would be amusing, if the con- ction in which he uses it was not so serious. The Chronicle" poses as the friend and champion of the in- strial classes. Its writers should at least take the trouble inform themselves of the actual facts in an industrial stem, before they presume to demand legislative inter- rence with it.

The following letter from Mr. J. C. Wedgwood, M.P., peared in the "Chronicle" of July 10 :—

TO THE EDITOR OF THE "DAILY CHRONICLE."

SIR,—The drawback to being a famous special corre- ondent is that it is very difficult to soften one's colouring m scenes of dawn and storm to the dulling tones of dinary civic life. Mr. Nevinson's recent article on the tteries seems to suggest that he brought back with him m Russia a paint-box full of lurid colours, and looked er the map for a quiet place on which to expend them, til he unfortunately found North Staffordshire. The ceedingly picturesque result has caused a storm of indig- tion in the locality which he visited.

Staffordshire people great and small have a habit of inking that there is no place like Staffordshire, and no end like another Staffordshire man, and it comes upon em with a shock to find that their bonds are riveted in utality and vice.

The truth of the matter is that in the Pottery towns, sightly as they may be (and to an artistic soul like r. Nevinson's it is instinctive to confuse ugliness with ime) the inhabitants are no worse morally, or even gienically, than in any other manufacturing centre ; fact, in some ways they compare very favourably with ny other places.

The squalor of the towns in undeniable, but to anyone who enters any number of the houses it is a matter of astonishment to see how large a proportion of well-kept, clean and comfortable homes there are within these repulsive exteriors.

With regard to the theory of "brutalising sports," one is tempted to think that it rests on the airy basis of a certain famous "dog and man fight," which ranks in journalistic fiction alongside the sea-serpent of the silly season, and proved as elusive when searched for. . . .

Among the thousands who pour out every Saturday into the country it is very rare indeed to find a drunken man, and very seldom that anything approaching to "rowdyism" is met with. It approaches more than anything else to a German "outing.' The mothers bring their children, the fathers carry their babies, young men and girls play in the hired fields, and the worst outrage ever recorded by the landed proprietor against these Hooligans is that they snatch branches of lilac and rhododendron to carry back to their street houses. No doubt, however, their apparent mildness of behaviour is due to the "anæmic" condition of which Mr. Nevison complains.

Another "brutal" pastime in North Staffs consists in choral and orchestral performances. Singing, piano and violin recitals figure in all programmes—even political—and are always at a very good level. I know some of the dreariest suburbs, where on a holiday every house is pouring out some form of music, and the performers are the workman and his wife and family.

"Immorality" is a vague charge. In any trade such as the pottery trade, where men and women work in company, there is always at least more temptation to immorality. This and the other question of female drunkenness are part of the far larger and universal question of female labour—especially of married women's labour. It is a question not for one locality or a certain class of employers or employed, but for the State.

As to the average moral tone in the Pottery towns, it is distinctly high, thanks, no doubt, largely to the excellent work done by the various religious denominations and their voluntary workers. Go into any Sunday meeting in church or chapel in any of the Pottery towns, and you will find it crowded to its fullest capacity, under the auspices of some P.S.A., with hundreds of decently-dressed, intelligent young men and women of the working-class, forming as orderly and earnest an audience as any lecturer could wish for. During the fierce excitement of the recent General Election it was notorious that in the vast crowds that waited to hear the results of the poll hardly a man was seen the worse for drink, nor was there any disorder, although party feeling ran as high as anywhere in England.

Drunkenness is to be found in the Potteries, as elsewhere, and unfortunately even among women, as in other places where women go out to earn their bread ; but the temperance movement has one of its strongholds in the Pottery towns, where it numbers thousands of adherents, and has already taken advantage of the principle of local option by excluding all public-houses from at least one working-class quarter by the votes of the people.

Lead poisoning has so much taken the popular fancy at the present moment that at the sight of the word the reader expects to be harrowed, Mr. Nevison, of course, fulfils the expectation with his suggestions of crippled babies, ruined girlhood, and poisoned men. Fifty cases and two deaths in five months (I am quoting from memory) out of a population of 250,000 is bad, but it does not set the brand of Cain on the Potteries ; and to speak as though a sane, cheerful, and, in spite of the land laws, a healthy population were rotting away under the ghastly sickness of lead poisoning is perfectly absurd, and borders on hysteria. (Signed) JOSIAH C. WEDGWOOD. House of Commons.

AMONGST PROVINCIAL DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 820.)

LEEDS.

TWO establishments, one of them being an extensive warehouse devoted to the wholesale trade in glass, china, and kindred goods, have long been maintained in Leeds by **Mr. Charles Smith,** one of the older members of the trade in the city. A spacious corner shop in Hunslet-road, which is devoted to the retail trade, has been carried on by Mr. Smith since 1860. The warehouse is in Stafford-street, a short distance from the shop, and was built at a later period, especially for the wholesale trade. Mr. Smith is far advanced in years, and the management of the wholesale branch of the business has for some time been exercised by his son-in-law, Mr. S. Webster. Mr. Webster courteously conducted me through the spacious main showroom of the warehouse. Here I found a very large stock of china and earthenware of useful and ornamental kinds. The former included numerous and varied assortments of dinner, tea and toilet sets by most of the well-known English makers. Among the toilet sets were many with ewers in the later designs, some being chaste and beautiful in form and adornment, others being more striking and ornate, and others being new in shape but very sparingly decorated. Trinket sets were in large display and revealed much dainty and charming work in design and colour. Quite a wealth of ornamental vases, British and foreign, and of English glass, and of epergnes and flower-holders—these last showing an almost embarrassing variety in form and tint—were displayed on large stands which occupied part of the floor area of the warehouse. "I wish people would come in for more 'home' stuff, but they never ask the question whether it is English or foreign. So long as it suits their pockets that is all they care about," said Mr. Webster to me, as we passed from a range of foreign vases, new in form and gay in decoration, to a range of English vases, also of new designs, but of quieter artistic adornment. "There seems to be more attraction, more to catch the eye, in the foreign stuff. This is all English; it is good, substantial stuff. It is surprising what they do turn out abroad. Every time the travellers come they have always something startling," Mr. Webster said. "We stick to the English houses," he remarked again, as I viewed the fine display of tea ware. "There is a lot of foreign stuff on the market. They come here and offer it at a shilling or two less, but it does not come up to the English standard. There is not the clearness about it," Mr. Webster said, as he pointed to some beautiful tea sets of English make as specimens of high-class ware. "I think the Potteries have got to this pitch," he went on, "that they are beginning to waken up. The English houses I must say, within the last two or three years, have got more into touch with the foreigners. Whenever foreigners come they have a lot of fresh samples. The English firms used to say, 'We make this and we sell this only,' but within the last three or four years they have altered that, and have come more up to date. Almost every time the travellers come now they have a new set of patterns. It is no doubt more costly to be always designing, but I do not think it is any the worse for them." Mr. Smith has done an extensive country business, especially with towns in the eastern counties. His son, the late Mr. J. W. Smith, was associated with him for some years, but established a wholesale business on his own account in Commercial-road, Hull. This, since the death of Mr. J. W. Smith, has been carried on by his widow. At the Stafford-street warehouse, Leeds, a feature has been made of brown "saltware," goods of the class from Chesterfield being stocked in large variety. When speaking of changes which had taken place in the trade, Mr. Webster referred particularly to a change affecting dinner sets. The small sets of twenty-seven pieces were, he said, much more in demand than the fifty-six piece sets. "Where we sell one fifty-six piece set, we sell one dozen of the smaller sets," he said. He thought young, marrying couples had become more modest in their demands as regards the provision of dinner ware on starting housekeeping. A large number of sets of both kinds was held at the warehouse, so that young or old married couples of Leeds and of the district round would have little difficulty, save on account of the variety offered, of choosing dinner sets suited to their ideas and means.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN JUNE.

THE POTTERY TRADES.—The usual information obtained by the Labour Department of the Board of Trade, and published in the "Labour Gazette," shows that in the pottery trade employment was fairly good in England and in Scotland during June. In Staffordshire employment continued fairly good, and was better than a year ago. In Scotland it was fair generally. In North Devon it was fair, and better than a month ago. With tobacco pipe makers at Glasgow it was dull; at Gateshead good.

THE GLASS TRADES.—The information published as to the glass trades is based on 105 returns, namely, 64 from employers and employers' associations, 16 from trade unions, and 25 from local correspondents. Employment was moderate generally, and was not so good as a month ago and a year ago. Returns from firms employing 10,080 workpeople, and paying £11,598 in wages during the week ending June 23, showed that, compared with a month ago, there was a decrease of 1·7 per cent. in the number of workpeople employed, and of 4·0 per cent. in the amount of wages paid. Compared with a year ago, there was a decrease of 2·2 per cent. in the number of workpeople employed. In Lancashire and at Worcester and Warwick, employment continued moderate. In Yorkshire, the North of England, and Scotland, there was a decline. As compared with a year ago, there was a decline in the numbers employed in all the principal districts except Lancashire, where the numbers employed showed an increase. Employment was reported as good with sheet glass makers and flatteners at St. Helens, and with bottle makers at Bristol and Portobello. It was fair with glass blowers in London, and with glass bottle makers in the West Riding of Yorkshire, and at Glasgow and Dublin. It was also fair with flint glass makers and plate glass bevellers at Birmingham. The following particulars are given as to the number of persons employed, and the amount of wages paid them on the last pay day in June :—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	5,890	£7,010
Plate Glass	181	199
Flint Glass Ware (not Bottles)	2,665	2,874
Other Branches	1,344	1,515
Total	10,080	£11,598

The number of persons employed in each district and the amount of wages paid them on the last pay day in June are also given :—

Districts.	Number Employed.	Wages Paid.
North of England	1,683	£1,618
Yorkshire	3,255	3,808
Lancashire	2,325	2,776
Worcester and Warwick ...	1,742	2,134
Scotland	801	972
Other parts of United Kingdom	274	290
Total	10,080	£11,598

GLASS DECORATION.

(SPECIALLY CONTRIBUTED.)

INTRODUCTION.

THE DECORATIVE VALUE OF GLASS.—Not many substances lend themselves to the decorative effect so well as glass, and this is shown by the extensive use of mirrors, merely for decorative purposes. In one of his most famous essays, hat on Robert Montgomery, Macaulay asserts that the use f a mirror is not to be painted on, but nothing has become nore common since his time than to paint and even to mboss mirrors. Macaulay forgets the high decorative alue of glass, remembering only its utility. The art of he engraver and the embosser depends upon the high olish and lustre which can be given to glass, combined ith the effects produced by cutting out various patterns nd designs by the methods described in the present work. A pattern may be cut without impairing the transpareney f the glass, or it may be contrasted with the uncut portion f the glass by one or the other being matt, *i.e.*, a non-transarent white. In all these cases a very beautiful effect can e produced. Glass is easily coloured during its manucture in any shade of any tint that may be desired, and t is evident that great advantage can be taken of this ircumstance in the employment of glass for decorative urposes. Thus, for example a white design may be produced on a coloured ground by taking flashed glass, *i.e.*, olourless glass covered with a thin layer of coloured lass, and removing portions of the coloured layer. The ecorative treatment of glass consists in supplementing the atural optical properties of the material by differences in elief and in the nature and colour of various parts of the urface.

Although the present series of articles is confined to engraving and embossing, the other processes by which glass s decorated may here be briefly indicated. They fall into hree classes. In one class the effect is produced by painting the glass with pigments or by gilding or bronzing upon t. In the second the surface of the glass is moulded while lastic from heat by means of engraved rollers or bedplates r both. Plate glass is made by rolling out a sheet of lass on a flat table with a smooth roller, and the employnent of fluted and engraved rollers for decorative effect aturally followed. Much of the glass used for panels n doors and partitions is prepared by this method. The hird method of glass decoration is to act upon the surface ith chemicals which cause irregularities or minute roughenngs whereby irideseent colours are produced by interference xactly as in the case of mother-of-pearl.

CHAPTER I.—GENERAL PRINCIPLES.—Glass embossing epends primarily upon producing differences of relief, nd this is evidently most conveniently done by actually emoving parts of the original surface of the glass. This s effected either by chemical or by mechanical means, hiefly by the latter. The chemical processes consist in he application to the glass of fluorides, and may be classied under three heads. Hydrofluoric acid can be used ither in the gaseous form, or in solution in water, or the lass may be acted upon by a soluble fluoride. In practice his is almost always fluoride of sodium, which is known o glass embossers as "white" or French acid. White cid and hydrofluoric acid gas matt the parts of the glass cted upon, while aqueous solutions of hydrofluoric acid eave the depressed portions of the surface with their riginal transparency. The mechanical processes consist n grinding the glass with abrading substances. For some lasses of work the grinding is done upon "wheels" of ery hard and fine-grained sandstone, the best stone being he Craigleith stone from the Scotch carboniferous rocks but the finest engraving is done with the sand blast or with copper discs armed on the edge with emery powder. The emery embeds itself in the copper and gives to the disc a kind of fine saw-edge which rasps away the glass. Whether a sandstone or an emery wheel is employed the size of the wheel depends upon the scale of the pattern, and upon the character of the lines which have to be engraved. It is therefore obvious that several sizes have often to be employed in grinding one pattern. The users of sandstone wheels purchase them of a uniform size, and as they wear smaller with use, employ them for the smaller details of the pattern. A glass embosser has always at hand a complete assortment of stones of various ages and consequently of various sizes.

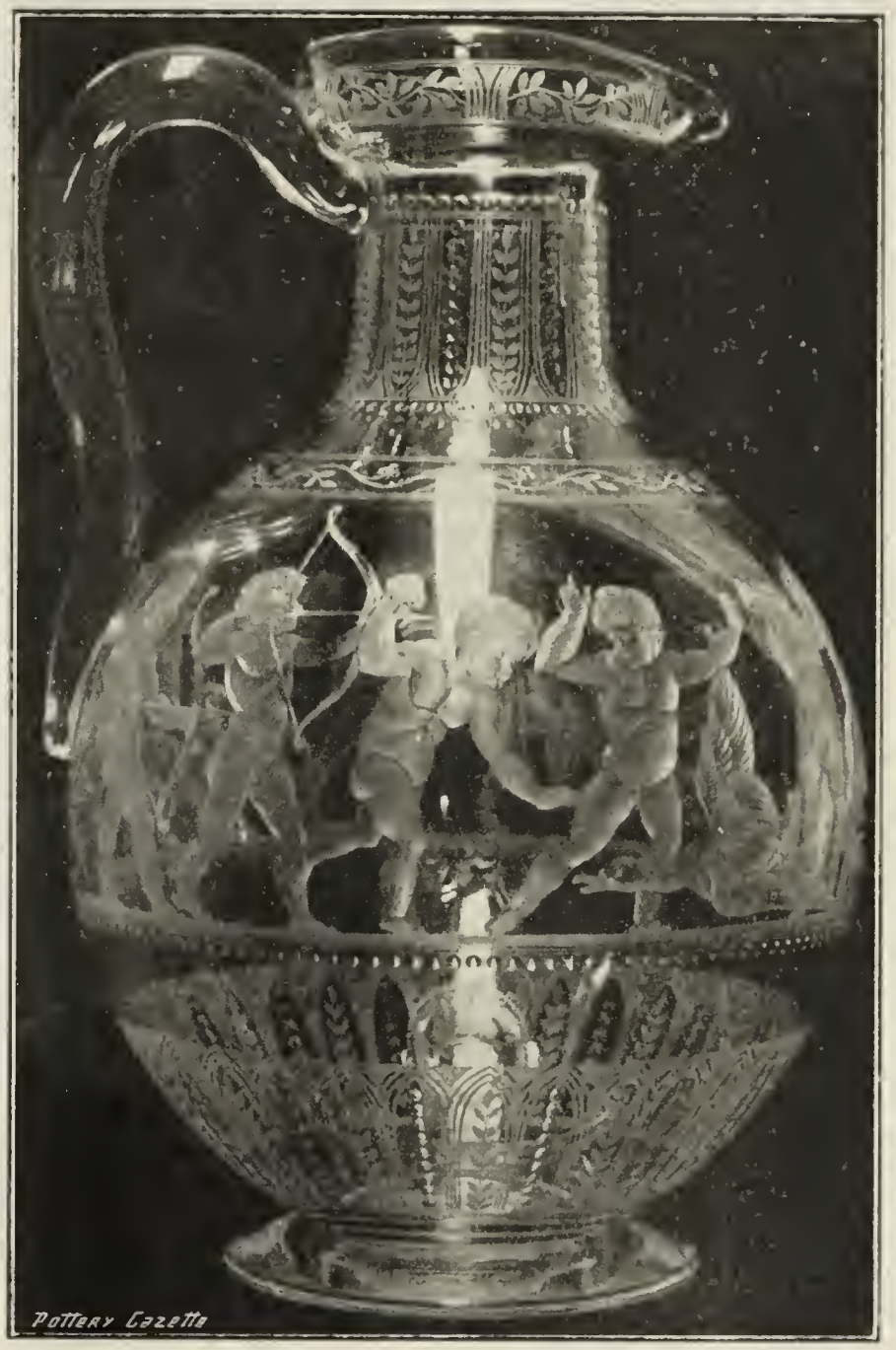


FIG. 1.

The pattern having been marked upon it, the glass is worked over the edge of the wheel by the workman. It will be easily seen that fine work can only be done by a highly skilled workman, and that it is of a very tedious character. Of course, in the case of many stock patterns the workman requires no guide except his mental impression of the lines to be followed. Nothing is required for working the wheel but the ordinary lathe mechanism. The cutting wheel, whether it is sandstone or copper, is rotated on a horizontal axis, either by power or by a treadle. The wheel must be lubricated, and the lubrication takes the form of oil with emery wheels and water, or weak soap solution with sand stone wheels. When very small copper wheels are in use a special form of wick is employed for lubricating.

It differs from an ordinary lamp wick only in being twisted tightly enough to draw the oil from the reservoir by capillary attraction at the requisite speed, so that the proper amount of lubrication is attained without any waste of oil. To see a skilled cutter engraving the outside of, say, a wine glass, is a striking illustration of hand and eye training. To cut a very elaborate pattern on one wine glass may take a week's work, and require the use of a dozen or more different sizes of wheel. By the courtesy of Messrs. Jas. Powell & Sons, of the Whitefriars glass works, we are able to show a beautiful example of work of this kind, executed by them, on the preceding page.

We have now to speak of the sand blast as a mechanical means of brading glass. This is fully described in Chapter VII. It is largely employed for big patterns, such as are seen on the borders of window panes, glass door panels, and mirrors, but is not suitable for small art work most of which is done by grinding with emery. It is not uncommon to combine the use of acid with the sand blast, the pattern being sketched in with acid and finished with the sand blast. Acid is too expensive and too difficult in its management to be used for removing large quantities of glass. Other methods of decorating glass consist in the bevelling of glass and in the production of iridescent hues. Both will be found in their proper places in the following pages.

The present chapter may be fitly concluded by allusion to certain other processes which have been proposed, but for various reasons have not been adopted in practice so far, although they have theoretical interest, and may some day, when they have been better worked out, take their place in practical work. One is the employment of boric acid as a substitute for hydrofluoric. In this case (Edouard Dode's patent No. 802 of 1873) the polish is first taken off the glass by rubbing very fine sand over it with a piece of sheet iron or zinc. The acid is then applied to the parts to be etched with or without a stencil and the glass is heated till the acid is fused and the heating is maintained till the action of the acid is exhausted. It is obvious that for deep etching the application of acid may have to be renewed. The parts acted upon are left with a very delicate matt which may be left or heightened by other treatment. The boric acid should be used in concentrated solution thickened with a little gum. In another method, patented by J. King (No. 2,265 of 1883) caustic alkalies are used to act upon the glass. The alkaline liquid, thickened with starch, is applied to the parts to be etched and the glass is then dried. Next, a varnish is painted over the whole surface to keep the alkali in position and the glass is heated till the action is finished. If then the varnish is washed off, the alkali comes away with it. A better application of the same principle, patented by H. Schutze (English Patent No. 2,266 of 1883), consists in making a solid fluoride into a varnish with Venice turpentine and applying it to the glass at the proper places. The glass is then heated and the fluoride etches the surface. Glasses difficult of fusion, such as Bohemian glass, can be heated to about 750 deg. F. for the purpose, but in the case of soft glasses, lead glasses for example, which will not stand such a temperature without softening, it is necessary to use a lower heat and to reinforce the action by exposing the coated surface to the fumes of a boiling acid. For this purpose sulphuric or hydrochloric acid will answer, but the former is to be preferred. The last idea that we propose to notice is one which has, we think, the least prospect before it. M. Truchelut (English Patent No. 991 of 1896) proposes to combine the action of the sand ballast with that of the hydrofluoric acid by wetting the sand with the aqueous solution before blowing it against the glass. Having regard to the action of the acid upon the sand itself and upon the machine, it is very doubtful whether any useful results can possibly be achieved by the employment of such a method.

Chapter II.—Materials Used in Engraving Glass with Chemicals.—The only substance which corrodes glass freely is hydrofluoric acid, and it is therefore indispensable to anyone who wishes to ornament glass by chemical means. In addition to the acid he requires substances which will protect portions of the glass surface which are not to be etched, and appliances such as stencils, brushes &c., with which the acid and the protective substances can be applied to the glass. He also needs a substance known as border-wax, the use of which will appear later. As has already been said, the essential chemical agent is hydrofluoric acid. This substance will therefore occupy our attention first. It is a compound of hydrogen and fluorine. Its chemical formula is HF, which shows that it consists of 95 per cent. of fluorine and 5 per cent. of hydrogen. The element fluorine is fairly abundant in nature. Its compound with calcium, fluorspar, so-called from its use in metallurgical operations as a flux, is the commonest scource, but cryolite, a double fluoride of aluminium and sodium, is not uncommon and was formerly employed as a source of aluminium. Fluorine occurs in the bones of all mammals, and especially in their teeth. In spite of the comparative abundance of fluorine, and in spite of the fact that it is easily set free from combination, all attempts to obtain it in the free state and to discover its properties failed until Moissan succeeded in isolating it in 1886. All that was known about free fluorine up to that time was that it was a gas, and that its combining energies were so great and so universal that no vessel would contain it. It is, however, well known that chemical affinity is to a large extent dependent upon the temperature, and Moissan succeeded in so far reducing the energy of fluorine by the use of a powerful freezing mixture that it could not attack platinum. He thus succeeded in obtaining the element by the electrolysis of hydrofluoric acid. It is a coloured gas, as might be expected from its affinities to chlorine, but it is much paler than the latter gas. Its chemical affinities are, as already stated, extensive, but they are also peculiar. It is the only element known that forms no compound with oxygen, but for our purpose its most important property is its enormous attraction for silicon, a constituent of all glass. To this property the etching action of hydrofluoric acid upon glass is due.

Hydrofluoric acid is a colourless gas. It is formed when equal volumes of fluorine and hydrogen are mixed and with explosive energy. In this respect it differs from chlorine, which combining with its own volume of hydrogen in direct contact with it as fluorine does, nevertheless requires the aid of light and combines with the hydrogen at a speed proportional to the amount of light acting. Hydrogen and fluorine combine on mere contact even in the dark with the evolution of heat and light. Hydrofluoric acid forms salts with alkalies which are called fluorides. These are in some cases, *e.g.*, the fluorides of chromium, sodium, and ammonium, of commercial importance to others besides the glass-etcher. Most fluorides are soluble in water, the exceptions being the fluorides of the alkaline earths, baryta, strontia and lime.

When hydrofluoric acid acts upon any substance whatsoever that contains silicon, it ultimately causes the evolution of the whole of the silicon present as gaseous silicon fluoride. This is a colourless gas, and, if it is passed into water, one-third of its silicon is precipitated as the hydrated oxide in the form of a jelly. The remaining two-thirds remain in solution as hydrofluosilicic acid, but, if ammonia is added to this, a fresh precipitate of the same nature as the first is obtained and a sufficient quantity of ammonia will leave the solution free from silica. If then the two precipitates are collected together on a filter and washed free from ammonia fluoride, dried, and ignited, the whole of the silica originally present in the substance acted upon

is separated and can, of course, be weighed. This is the method used for estimating silicon in rocks, such as granite and sandstone. Although the final result is the conversion of the whole of the silicon present into gas, there are various stages in the process which the glass embosser has to reckon with. Fluo-silicates are formed, and by the more rapid action on the less dense parts of the glass, particles are actually loosened and may become fixed on again by the fluosilicates, and not only delay the action but impair its uniformity. The effective part of the etching is the result of the escape of the silicon of the etched parts into the atmosphere as silicon fluoride.

In practice, hydrofluoric acid is prepared by heating fluorspar with oil of vitriol in leaden stills and passing the gas formed into water which absorbs large quantities of it. The concentrated solution has a specific gravity of about 1·25 and contains nearly 38 per cent. of the gas. It is obvious that the solution cannot be kept in glass bottles. Lead or platinum bottles might be used, but the former would be inconveniently heavy and the latter too expensive. The acid is always stored in gutta-percha bottles with stoppers made of the same substance. Glass bottles can be lined with gutta-percha, whereby some saving of expense is effected. Solution of gutta-percha in bisulphide of carbon is poured into the bottle and distributed over its interior. The excess is then poured out and that coating the interior of the bottle is allowed to evaporate. Even in this case a gutta-percha stopper is indispensable. It is stated—and if the statement is true the fact is a very interesting one—that pure hydrofluoric acid has no action on glass and that the presence of water is essential for etching. Hydrofluoric acid requires care in its use, as if it comes into contact with the skin it forms very obstinate sores. The inhalation of its vapour or of silicon fluoride is also highly dangerous, and constitutes a risk to which all glass-etchers are necessarily exposed. The fact that the fumes arising from fluorspar and sulphuric acid acted on glass was discovered at least as early as 1670, for in that year we find the first notice of their being used for the purpose. This was by Schwankard of Nuremberg. Scheele was the first to isolate hydrofluoric acid in 1771.

(To be continued.)

A CROWN DERBY CASKET FOR THE KING.

WE are pleased to be able to put before our readers an illustration of the handsome casket designed and manufactured by the Royal Crown Derby Porcelain Company, Ltd., for the Corporation of Derby for presentation to His Majesty King Edward VII. on the occasion of His Majesty's visit to Derby, in connection with the opening of the Royal Agricultural Society's Show on June 28, 1906. The casket is of an elongated elliptical form, and stands on a base of perforated scrolls of acanthus ornament, gracefully flowing from each side, and terminating under the four pilasters modelled in high relief which divide the body into four panels. Rising from the base at each end are handles composed of modelled acanthus scrolls with wreaths of laurel depending from the centre. The sloping cover of the casket is surmounted by a low oval dome, which is supported by ten ornamental buttresses, whilst the apex of the cover consists of the Imperial Crown resting upon a cushion.



THE KING'S CROWN DERBY CASKET.

The scheme of decoration consists of backgrounds of mazarine blue and Empire green, with panels of painted flowers in a framework of modelled and richly chased gold ornament. On either side of the centre, affixed to the pilasters and standing in high relief, are shields, on which are painted the Royal Coat of Arms and the Derby Borough Arms, and midway between these is a smaller shield bearing the Royal cypher.

The casket is inscribed in 18th century MS. style: "Presented to H.M. King Edward VII. by the Corporation of Derby, 28th June, 1906." The embossments and perforated ornament are richly elaborated in gold, and the mouldings studded with turquoise and pearl-like enamels, and the various features of interest introduced into the design are so symmetrically balanced that the result is a very fine example of the potter's craft.

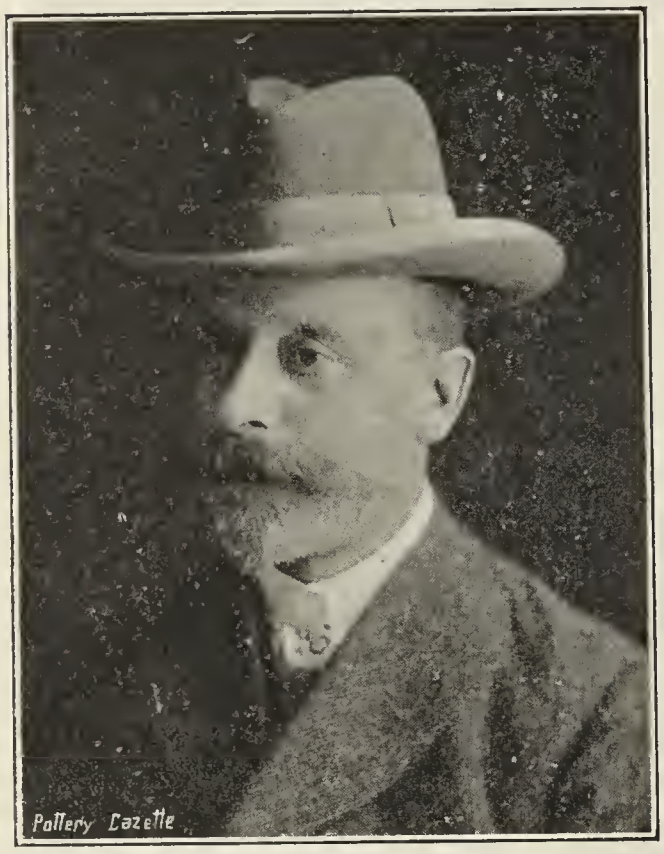
Moisture and China Clay.—A protest regarding the absorption of moisture by certain merchandise invoiced as "40 casks of China clay" was recently overruled by the U.S. Board of Appraisers. Duty was assessed at the rate of $2.50 per ton. The importers claimed that duty was assessed on excess weight, caused by moisture of sea water during the voyage of transportation to the United States. The weight of clay was designated on the invoice as 20 tons, and the official report of the U.S. weigher showed a gross weight of 52,968 lbs., with an estimated tare of 75 lbs. for each cask. Duty was assessed on the basis of the weigher's return.

SOME FAMILIAR FACES IN THE POTTING TRADE.

MR. EDMUND LEIGH, J.P.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

TO be a successful potter in these days of keen competition is no easy matter. To be an active public man, as well as a successful potter, involves an amount of work, and a sacrifice of personal leisure so great, that few manufacturers care to take upon themselves so heavy a burden. Yet Mr. Edmund Leigh, whose portrait we are privileged to add to our "Familiar Faces" this month, is not only a successful potter, but an able leader in public work besides. Few men spend busier lives than Mr. Leigh, but it has been said with a good deal of truth, that it is the busiest people who have most time to spare, and certainly in the case of Mr. Leigh, he is always ready and willing to take upon himself fresh activities and to throw himself, with enthusiasm, into any movement he considers to be for the benefit of those among whom he works. In the recent crisis which confronted the potting trade as the result of the application of the new Workmen's Compensation Bill to the lead processes of pottery manufacture, Mr. Leigh travelled repeatedly backwards and forwards between the Potteries and the Metropolis, attending conferences and deputations, and making the feeling of the trade known in influential quarters, with the result that a staggering blow to the industry has been thus far averted. Another example of his remarkable energy was furnished by the recent general election. Nobody, not even the five candidates themselves, did more to win the five North Staffordshire seats than Mr. Leigh. Night after night, during that great struggle, he journeyed from meeting to meeting, addressing a concourse of miners here, a meeting of potters there, a demonstration somewhere else, until the fight was triumphantly concluded. An unswerving faith in free trade has compelled Mr. Leigh to range himself in opposition to the fiscal views of the majority of his fellow manufacturers; on some occasions he has also found himself compelled to oppose their business action, but his opponents have always been the first to acknowledge his honesty of purpose and his conscientious motives in everything that he does. "You cannot make all men equal, but you should endeavour to give them all equality of opportunity." "The prosperity of a country is not to be measured by the number of its wealthy men, but by the manner in which its wealth is fairly distributed." These are two cardinal points in Mr. Leigh's political and public faith, and they explain very largely his attitude upon many of the vital questions of the day.



MR. EDMUND LEIGH, J.P.
[*Photo by S. B. Barnard, Cape Town.*

Mr. Leigh is a Potteries man, born and bred. It was on March 26, 1854, that he first saw the light. He was the son of the late Alderman Wm. Leigh, who began business as an earthenware manufacturer in Burslem, in 1857, his firm being styled Hancock, Leigh & Co. Their factory was on Swan Bank, just opposite where the Wesleyan Chapel stands to-day, but the premises were dismantled some time ago, though the firm is still in existence at Stoke, as Sampson Hancock & Sons. Mr. William Leigh left Messrs. Hancock in 1862, and joined the late Mr. F. Rathbone Burgess at the Central Pottery, Burslem, the firm of Burgess & Leigh being thus launched upon its long and successful career. In 1868, Mr. Leigh's family removed from Tunstall, where they had resided, to Burslem, and in the same year the business was transferred to the Hill Pottery. In 1889 the firm again removed to their newly built factory, known as the Middleport Pottery, and in that year Mr. Leigh, senior, died.

Mr. Edmund Leigh, after having been educated at Burslem, entered his father's business in 1868, at which time, although the firm had already a pretty good standing, its capacity was comparatively small. Steady progress has been made since. To-day, employment is found for about 500 hands, and the factory is generally recognised as one of the best laid out in the whole of North Staffs. Mr. Richard Burgess, son of the original founder of the business, has been joined with Mr. Leigh in partnership since the year 1889, when they practically assumed the responsibility of the business. The firm have always had a considerable home trade, which is to-day as good as ever it was. They have also a valuable connection in Australia, New Zealand, South Africa, the United States, Canada, and elsewhere. In later years it has been the constant effort of the firm to ensure that all goods produced at Middleport should maintain a high standard of quality. Had they cared to sacrifice this principle, a much larger trade would doubtless have been theirs, but it has been their desire rather to consolidate and maintain the business they already have rather than to extend their ramifications. To this end no effort has been spared in improving and perfecting the quality of their goods, and their dinner, toilet, and general fancy ware stand in the very front rank. Mr. Leigh married Miss Wilkinson, of Burslem, sister of the late Mr. Arthur J. Wilkinson, a name well known in connection with the staple trade of the Potteries. His three sons are now associated with him in the business, and he has one daughter.

Outside business, Mr. Leigh, as we started by saying, has multifarious interests. Education has always been one of his "hobbies," and, realising its importance as a prime factor in the future development and happiness of the race, he has worked ardently and ceaselessly to place ample facilities for instruction within the reach of all. He became a member of the Burslem School Board in 1886, taking the seat vacated by the late Mr. Wm. Woodall. It is rather interesting to observe that Mr. Leigh and Mr. Enoch Edwards, M.P., President of the Miners' Federation of Great Britain, and leader of the Trade Union group in Parliament, were returned to the School Board at the same time. Their friendship from that time onwards has never ceased, and Mr. Leigh was delighted to be able to assist his old companion on the School Board to a seat in Parliament. Mr. Leigh remained a member of the School Board until 1894, when, other business compelling him to reduce his public engagements, he retired. He continues, notwithstanding, to take the keenest interest in educational affairs, whether relating to elementary, secondary, or art schools. He has seen immense strides made in the matter of technical and scientific knowledge in the pot-

ting trade in the last ten or fifteen years, but is anxious that further progress should be made. "If," he says, "we could have a technical college for this district, such as is talked about, it would be a very great boon." In municipal work Mr. Leigh has also been industrious. He joined the Burslem Town Council in March, 1892, and was Chairman of the Gas Committee for some five or six years, in addition to being a prominent member on the Finance and Sanitary Committees. Latterly, he has relinquished this branch of his public work to take up still more important tasks, in connection with the County Council. His membership of the Staffordshire County Authority began last year, when he succeeded the late Mr. T. Hulme, formerly of J. MacIntyre & Co., Ltd. He is a member of the County Licensing Compensation Authority, and is also a borough magistrate and chairman of the local Licensing Bench.

Our references to the thorny question of politics must be very brief, for it would need quite a volume to do justice to Mr. Leigh's work in the political sphere. One of his most prized possessions, hanging in the place of honour in his sitting-room at Porthill, is a fine plate of "The Council of the Anti-Corn Law League," presented to him by the executors of the late Mr. Wm. Woodall. The central figure of the picture is Cobden himself, and all the other leaders of the free trade movement are admirably portrayed. No gift could have come to Mr. Leigh more appropriately, for North Staffordshire has no stronger opponent of "fiscal reform." When, during the last election, the Tariff reformers opened an exhibition of foreign ware which was stated to have been "dumped" in the home market, Mr. Leigh and Mr. Leonard Grimwade responded instantly with an "opposition" exhibition of home made pottery which they challenged foreign makers to produce and deliver in this country at competitive prices. This counter exhibition was arranged and on show in twenty-four hours.

"My free trade views," Mr. Leigh observed in the course of our chat, "are not supported by the great majority of my fellow manufacturers, but I hold to them very sincerely, and believe that nothing would be more disastrous to the real interests, even of the pottery district, than any deviation from the principles of free trade. I think, myself, that the tendency in America will be slowly in the direction of Free Trade. I think the exposures which are taking place of the mischievous and damaging effects of the trusts will open the eyes of the American people, and that, gradually but surely, they will develop Free Trade principles, although it is open to question whether that, in itself, is going to be an unmixed blessing to us.

"So far as the staple trade of this district is concerned," Mr. Leigh continued, turning to another prevalent evil, "I believe that greater good could be achieved for it by more united action on the part of the manufacturers themselves in various directions, and that the ruthless and foolish undercutting which prevails has a far more damaging effect upon us than any foreign competition. So far, at any rate, as the earthenware trade is concerned, I think the competitor we have to fear is not the foreign manufacturer, but the 'man round the corner in the next street,' who, without any regard to the general condition of business, persistently reduces his prices in the vain hope that he will be able to force a market when the conditions are absolutely against him. There is hardly a piece of foreign-made dinner or toilet ware sold in this country, and yet, at the present time, these goods are being sold at ruinous prices—prices at which they cannot be produced. Such reckless undercutting is injurious to the manufacturer and to the workman, and also to the dealer, who has got to live out of selling the goods."

Reverting to the subject of politics, it should be mentioned that Mr. Leigh first became actively engaged in political work so far back as 1874. He assisted prominently at the election of 1880, which resulted in the return of Messrs. Woodall and Henry Broadhurst, and he has been in the thick of the fight at every election since that time. He, however, took occasion to deny, in the course of our chat, that he takes the enthusiastic pleasure in politics which is usually credited to him. He regards an election, as it ought to be regarded, in its most serious aspect, and as being attended by enormous possibilities of good or ill for the people at large. He confesses that he is very glad the election is over, and that he would be horrified at the idea of another appeal to the country for some time. The strain of such another campaign as he has just passed through, one can readily believe, would be well nigh insupportable. Mr. Leigh considers that the last election was the most interesting one in which he has ever been engaged, although that of 1880 ran it very close. In some respects the two elections were very similar. Asked to give an explanation of how the Liberals came, during the last Government, to lose all five seats in the Potteries and district, Mr. Leigh said that, as a matter of fact, the very strength of their position proved the source of weakness The large majorities by which the seats were held in 1880 and 1885 made the party feel that organisation was not a matter of very great importance, and that they were practically invincible. The consequence was that they lost ground which was not easily recovered. Then the split of 1886 was also a bad thing for the cause everywhere. At the present time, however, the political machinery of the Liberal party in North Staffs is in splendid condition, and numerous organisations exist for centralising the work Of several of these Mr. Leigh is a valued official. He is, for instance, President of the Burslem Liberal Association and the Burslem Liberal Club, and holds a similar position in respect of the North-West Staffordshire Liberal Association.

In the course of my interview with Mr. Leigh we touched upon many further topics which are just now engaging attention—the canal conference at Birmingham, railway rates, the International Congress of pottery operatives at Limoges, the development of labour-saving machinery in the potting trade, and so on. Respecting the International Congress, Mr. Leigh expressed the opinion that the combination of trade unions in all parts of the world would, as it appeared to him, be rather to the advantage of this country than otherwise; for if the movement was going to result in the levelling up of wages in the countries which most strongly compete with Great Britain, the English potting trade would certainly not be adversely affected—rather the reverse—for Great Britain already paid higher wages to her operatives than probably any other country, excepting the United States, where there were no proper conditions of comparison. On the general question of trade unions, Mr. Leigh observed:—

"I believe that the combination of workmen is absolutely essential in the interests of the workmen themselves, and that a strong trade union, well conducted and paying regard to reasonable claims of employers as well as to the just claims of workmen, will be a considerable advantage to the trade of the district. It would prevent unscrupulous employers from taking advantage of an overstocked labour market to get an unfair advantage of his competitor by screwing down the rate of wages, and it might be that through trade unions something could be done to improve the industry as a whole. Outside this district, I think there are illustrations that this has been done, notably in the cotton trade of Lancashire and the engineering trade. I have always believed, and I believe now, that it is to the interest of the employers to maintain good relations with the men. I do not say that, at times, the men have not been unreasonable, but I cannot think it would be a good thing for the trade of this district that

the workmen should be treated either cavalierly or with indifference. Where they have reasonable ground for complaint an attempt should be made to meet them fairly. Poorly paid labour is no good to any industry.''

Touching upon recent complaints made by the workers in the potting trade at the increased introduction of labour-saving machinery, more especially the potters' printing machine, Mr. Leigh remarked that the adoption of such appliances always threw a certain number of hands out of employment for a time, but, generally speaking, the use of machinery had been of considerable benefit to the district. Owing, however, to the reckless competition existing, any saving to the manufacturer from the utilisation of labour-saving devices was only of temporary duration. The employers, who adopted a new appliance, first might make a little out of it, but the net result often was that goods were produced at a somewhat less cost and were sold at a reduction in price, which was much greater than any saving gained from the new machinery. This, undoubtedly, had been the case with respect to the printing machine.

On the question of lead-poisoning and the use of leadless glaze, Mr. Leigh had a good deal that was interesting to say. He has been a member of the Joint Committee of Manufacturers since its formation, and, during recent years, has taken an active part in its work. He was largely instrumental in bringing the working men into line with the employers in opposing the original conditions under which the present Government purposed to apply the Workmen's Compensation Act to workers who may contract lead-poisoning, and in securing such an amendment of the Bill as should prevent the great injustice, which would otherwise have been done to employers and operatives alike. Mr. Leigh was able to render the trade a signal service in bringing about so harmonious an understanding between the forces of capital and labour. In a general review of the lead-poisoning question, Mr. Leigh is in no wise reluctant to say that. in the first instance, he feels that legislative interference was, to a certain extent, justified, though the agitation which, perhaps, gave rise to it, was very extravagantly conducted. He did feel, at that time, that the Home Office could do something beneficial ; and when he was first asked to take part in the negotiations with the Whitehall authority, he made it quite clear to his fellow manufacturers that he did not intend to give his support to any step of which he did not thoroughly approve. Everything which has been done by the manufacturers with a view to the prevention of plumbism amongst the workers has, says Mr. Leigh, been done honestly, and things are vastly better to-day than they were a few years ago. The latest attempt to work up another agitation in favour of leadless glaze ought, he thinks, to be treated with the contempt it deserves.

''For some little time,'' he remarked, ''my own firm experimented with leadless glazes at considerable cost, and we proved, at any rate so far as we were concerned, that it was impossible to produce goods on any commercial basis with such a glaze. Small quantities of an inferior quality might be made, but anything like the standard of merit which English goods have attained could not be reached. Indeed, beyond that, the idea that goods of general earthenware could be made with leadless glaze has been proved, not for the first time, to be an utter fallacy. The old salt glaze was applicable only to a limited kind of goods, made of our own common clays, and could not. in any sense, be brought into account in speaking of the goods of to-day. Salt glaze goods do not represent English earthenware.''

When Mr. Leigh was asked to express his views on the subject of the Canal Commission and the Conference at Birmingham last month, he responded readily.

''My view,'' he remarked, ''is that there is no district in the country that would receive more benefit from a well-considered development of our canal system than the Pottery district. At present the railway rates are very, very high, and, in view of the fact that all our raw material, other than coal, comes to us by canal, and bearing in mind that a very considerable part of the product of the district is sent abroad, it would be an enormous gain to the district if we could get cheaper access to the sea. I am told that, in this country, the contour of the land is such that numerous locks would be required in any large waterway constructed, and that this would present engineering difficulties not easily surmounted. But the River Weaver is so near to us that it ought to be possible to work that scheme through, though where the funds are to come from is a puzzle. In my judgment the only way in which it could be done would be to get the County Councils to become interested in some scheme of semi-nationalisation. The broad fact is here, that it costs us as much to bring our clay from Runcorn by canal over the intervening thirty miles or so, between Runcorn and the Potteries, as it does to bring it from Cornwall to Runcorn. So far as the bulk of the clay is concerned, the cost of bringing it from Cornwall and Devonshire to the factory here nearly equals its original price at the mines. Moreover, Germany and Belgium, the foreign competitors of whom we hear so much, get our English clays at considerably less cost than we do, entirely owing to their better and cheaper water carriage.''

As to future prospects for the British potting trade Mr. Leigh is optimistic.

''I am somewhat hopeful,'' he said, ''that, sooner or later, there will be a substantial trade from South Africa; indeed, it is pretty certain. The same remark applies to the Australian Colonies ; there is a market there which has always been a good one, and which seems likely to develop still further. South America, too, is a market which has been a good deal neglected by the Potteries, possibly on account of the great expense involved in sending a representative there. As to the United States, I feel, as Mr. Chamberlain formerly did, that ten years after America has adopted Free Trade, will be the time for us to look out.''

''What we are suffering from to-day,'' Mr. Leigh concluded, ''is a want of combined action on the part of the trade in regard to the general conditions which operate in our business, such as wages, methods, and selling prices. In the latter respect, the conditions could hardly be worse than they are. Every man seems to be a sort of Ishmael. The foreign manufacturer is often a large capitalist who does not hesitate to incur expenses in sending out representatives which are impossible excepting to a few very wealthy concerns here. Having regard to the importance of our industry, the want of union for such purposes, and the jealous fears which seem to characterise the spirit of manufacturers in their relations with each other, is an unmitigated misfortune ; and while I am no advocate for 'rigging the market, and forcing goods up to an unnatural price, I can see no reason why a considerable part of the product of a district like this should, from time to time, be made and sold at a price which leaves no profit to the manufacturer, and which, from the point of view of the workman, always carries with it the danger of sweated wages.''

Earthenware and Pottery, of common varieties, weighing 13,276,900 kilos and valued at £139,760, was imported into France during the three months ending March 31, 1906. The figures are slightly below those for the corresponding period of last year, but above those for the first quarter of 1904.

Reviews.

ongton Hall Porcelain. By William Bemrose, F.S.A., Author of "Bow, Chelsea, and Derby Porcelain," &c. London and Derby: Bemrose & Sons, Ltd. 42s. net.

T is, perhaps, not surprising that while there have been escriptive accounts of all the early English porcelain actories, there has been no authentic history of Longton Hall until the present very interesting work. Mr. Bemrose is especially qualified to speak on this subject. The act that he has accumulated so many fine specimens of ongton Hall china shows that he is an ardent collector. Ie has long been known as a conscientious and painstaking xpert, so that we may feel assured that what he has to say bout Longton Hall is well founded. The author points ut that what had hitherto been written about Littler, the ounder of the factory, and his productions, had been conained in a chapter or two in a volume treating of other ubjects, with illustrations taken from examples in the 3ritish Museum. Finding that the desire for further nformation and the need of special research had become o' general, the author decided to devote attention to the study of the subject. He tells us how he pursued his task. It was well known that there were certain ceramic productions which experts and collectors could not assign with any certainty to a particular factory. By making selections from these and by careful comparison of them with the marked and known specimens of Longton Hall, he has been able to leduce certain characteristics respecting the Longton Hall body, modelling, glazing, and enamelling, which in many respects are quite different from those of contemporary makers and are peculiar to Longton Hall.



Fig. 1.—Tulip Leaf Teapot and Stand.

The author, like all other writers on Longton Hall, relies largely upon the information collected by Mr. E. Nightingale from the current newspapers. Those who make a hobby of preserving cuttings from newspapers may be interested in knowing that these cuttings collected by Mr. Nightingale furnish the most reliable information now possessed of the short-lived Longton Hall Pottery. Mr. Bemrose furnishes some interesting particulars of William Littler, the potter of Longton Hall. Very little is known of this son of a Burslem potter, who left his home and settled at Longton Hall in pursuit of his great ideal—"to produce a porcelain like unto the Chinese." If he did not exactly succeed in doing this, "he must be credited," says the author, "with being the first maker of porcelain in Staffordshire." (In his notices of Eminent Potters, Simeon Shaw says*: "The close resemblance of very thin pieces of salt-glazed white stone ware to foreign porcelain, excited the ingenuity of Mr. Wm. Littler, of Brownhills (about 1765), to attempt the manufacture of porcelain, and he removed to Longton Hall, near Lane-End, where he continued his experiments until his success surpassed all the expectations of his contemporaries; but there not being much demand for this kind of ware, he sacrificed his estate at Brownhills, near Burslem, and then discontinued manufacturing porcelain.") Lovers of old china, and especially those who are also collectors, will be exceedingly interested in the author's account of the potter of Longton Hall. "When we consider the very few years that Longton Hall porcelain was being manufactured it must be admitted that considerable progress was made, and it is to be regretted that Littler's attempt was not blessed with a longer life, and himself with a better reward." Unhappily, the account Mr. Bemrose gives of Littler was the common experience of many pioneers in the eighteenth century. Men whose only standard of success is the monetary one will say Littler's work was a failure because it did not pay commercially. But lovers of ceramics have only to look at the subjects so exquisitely reproduced by Mr. Bemrose to know that the man who produced them was artistically successful. Genuine Longton Hall pieces are now very rare and very difficult to deter-



Fig. 2.—An Actor.



Fig. 3.—Tea Caddy, Enamelled Chinese Landscapes.

mine. While pointing out the peculiarities of the pieces illustrated in the volume the author "gives such minute descriptions of them as will enable the collector to distin-

* Shaw's "History of the Staffordshire Potteries" (page 198). Published by Scott, Greenwood & Son, 19, Ludgate-hill, E.C.

guish examples of Longton Hall porcelain from amongst the many unknown specimens he examines.'' ''Acknowledged specimens of Longton Hall are already dear, and the probability is that before long fine specimens will be classed among the dearest of porcelains.'' It is rather singular that, although there has never been a doubt of the existence of a pottery at Longton Hall (as there was for some time concerning a pottery at Lowestoft), no refuse of pottery or porcelain has ever been found at Longton Hall. ''Never a scrap of pottery has turned up on the site of the works, although the soil has been constantly ploughed for agricultural purposes.''

In the production of this fascinating work the author has combined the accomplishments of the scholar and the enthusiasm of the collector with the happiest results, while his efforts have been most ably supported by the publishers. The entire get up of the work is superb. It is clearly printed on good paper, gilt top, and beautifully illustrated. There are forty-nine full-page plates artistically printed in colours and gold, and twenty black and white illustrations in the text.

Fig. 1 is a typical Longton Hall design. It represents a tulip-leaf teapot and stand enamelled with insects, green handle and spout, in the W. Bemrose collections. Fig. 2 is that of an actor in characteristic pose. The original, 8 in. high, is in the Merton Thoms collection. Littler's chief workman was Dr. Mills, who was not only a good potter, but a good modeller. There is no doubt he was the designer of most of the figure subjects which are peculiar to Longton Hall. Fig. 3 is a tea caddy enamelled with Chinese landscapes and strong traces of gilding. One feature some Longton Hall decorations have in common with some attributed to Lowestoft. They are crudely potted and richly glazed, suggesting ware decorated in China for the English market.

Mr. Bemrose has rendered a useful service by doing what no one before him seems to have done. He has systematically examined numerous unknown specimens with the view of discovering to what factory many of them might be assigned. Collectors will thank him for taking the trouble to do this.

Empire Notes.

Protection in Canada.—Speaking at a meeting of the British Empire League on July 12 Colonel Denison said:—About thirty years ago Canada had what was practically free trade. In 1871 the United States began to impose heavy protective duties on goods entering their territory; and by 1875 or 1876 they had increased their manufactures to such an extent that they poured their goods into Canada, which resulted in Canadian factories being closed and people having to leave the country because they could not get work. A few years afterwards Canada went in for a protective policy out of self-defence, and what had been the result? Manufactories had gone on springing up on every hand. Instead of leaving the country because they could not find work, the people were now staying in it, and those who left had been coming back. The present prosperous condition of Canada was due to the adoption of a sane policy. Mr. J. Chamberlain referred to this speech at a sitting of his Tariff Commission on July 14, saying: What happened in the case of Canada happened also in the case of most of those countries which are now "protected." In Canada they felt that it was necessary for them to establish these infant industries, and they could only do so by giving them some kind of defence against what otherwise would have been the overwhelming competition of their great neighbour, and we see in their case how all the predictions of evil have been falsified, and how great is the prosperity which has followed upon the adoption of their policy.

An English Potter at Adelaide.—We have received a copy of the "Adelaide Register," of June 9, in which we find the following report of an interesting interview with Mr. E. Brain, of Fenton, who is making a tour round the world. Mr. Brain puts forward a strong plea for preferential trade. "I am delighted with Adelaide and its surroundings, but you do not advertise it enough. Nobody in England knows your city—that is, the general run of people. They talk of Australia, but your city is never mentioned. Why do not the authorities advertise it, and let us in England know what it can produce, and those who are interested the advantages the State can offer to men who can work?" In these terms Mr. Brain indicated, as scores of visitors from the Old Country have before, one of the greatest needs of the Commonwealth. "Adelaide is, I consider, a splendid city," Mr. Brain continued. "Your leading shops are good enough for a city like London, and your only want, as far as I can see, is ten times the population. I am President of the English China Manufacturers' Association, whose headquarters are at Longton, Staffordshire, a member of the North Stafford Chamber of Commerce; and a member of the Fenton District Council. I was surprised at the severity of the competition in Adelaide. Business people here buy as low as we sell in London. The quantity of German-made goods sold in Adelaide is remarkable. I am a great believer in Chamberlain's fiscal policy. We want preference in the Colonies and protection against foreign manufacturers; and I hope the colonies will become more closely associated with Great Britain in this respect. We are kins folk, and should do more business with each other. One great argument against preferential trade has been that Great Britain buys so much foodstuffs from foreign countries, and if we imposed a duty on their goods they would stop our food supplies. It seems to me, however, that Australia could supply us with all the foodstuffs we require, and only proper arrangements between the two countries are needed to make us independent of foreign supplies. I trust the forthcoming Conference of Premiers in London will have the effect of cementing our friendship in this direction. It would be a blessing to both countries. I find British manufacturers are sadly beaten here by the Germans, just as they are in London. Business men have informed me that they have to pay 50 to 75 per cent. to land goods in Adelaide, so that a 4s. article costs 7s. before it reaches the retail shop. German makers, on the other hand, can ship cheaply from Hamburg, and with the advantage of cheap labour, can send a similar article for 5s. Consumers, too, do not trouble where the article is made, but take the cheapest, and so we are greatly handicapped. I am satisfied that British workmen can hold their own with those of any nation if given fair play, but they cannot fight the Germans with one hand tied behind. British workmen cannot live so cheaply as German workmen, and we should not like them to do so; but we want these duties knocked off to give us a chance. Australia is our own market, and while we are unable to compete in foreign markets, I trust Australia will make it easy for us to bring our wares here. I wish Mr. Chamberlain were only forty years of age instead of seventy."

Earthenware to the value of £1,424 was imported into Bermuda from the United Kingdom during 1905. The value of the import in 1904 was £966. Of glassware, £1,587 worth was imported in 1904, and £1,869 worth in 1905.

STATE STUDENTS' POTTERY CLASSES IN AUSTRALIA.

(FROM OUR OWN CORRESPONDENT.)

ONE of the most important State institutions in Victoria is what is known as the Workingmen's College, situated at Melbourne. Here the sons of poor men may, under the best possible tuition, receive instruction in all the industrial crafts, at rates so low as to bring the inestimable benefits within the reach of all but the very poorest. The college, which, with its many buildings, covers a very large area, is splendidly patronised, and while almost self-supporting, is heavily subsidised by the State Government, and by many private firms and individuals and public institutions throughout the State.

Pottery is a craft which until now has been somewhat neglected at the college, it having been possible only to coach the student up in the barest theoretical outline. It has been thought by those interested, for a long time past, that the importance of the trade in Victoria well warranted better recognition. It was well-known that many young men were being brought up in the trade who, owing to the many exigencies of ordinary conditions, were unable to make themselves acquainted with all that should be learned. A number of pottery merchants at Brunswick, where most of the potteries of the State are established, recently met together with the object of remedying the trouble.

Their representations have been decidedly successful. The director of the college has agreed to arrange alternative two-year courses in science and in art applied to pottery and terra-cotta work. An experimental kiln is to be erected on the grounds adjoining the college, which will be used for testing purposes, and also in connection with the terra cotta work of the students engaged in the modelling classes, which have been established for a long time past.

An important part of the scheme is the selection of six students from each of the pottery works. Carefully selected, these students will enter upon the courses, the whole of the fees to be paid by a patriotic manufacturer interested in the technical training of those engaged in the clay-working industries of the State. The promoters of the scheme view with a deal of satisfaction its successful consummation, and it is confidently anticipated that the courses will be extremely popular, and redound greatly to the advantage of what is fast becoming an important industry of the State.

Roumanian Tariffs on Bottles.—Our Parliamentary correspondent writes :—In the House of Commons, on July 19, Sir Howard Vincent asked the Secretary of State for Foreign Affairs if Article 539 of the Roumanian Customs Tariff, annexed to the recent Commercial Treaty with Great Britain, did not fix the duty upon British syphons and mineral water bottles, whether coloured or not, at 4 fr. per 100 kilos ; if in such case he could explain why a duty of 6 fr. was recently levied on a consignment of 54 cases of plain bottles from the Phœnix and Don Glass Works, at Mexborough, in the county of York ; and if a refund of the excess duty already paid would be insisted upon. Mr. Lloyd-George, who replied to the question, stated that the tariff schedule appended to the recent Anglo-Roumanian Commercial Treaty did not provide for the rate of the Roumanian import duty on syphons and mineral water bottles. The rate of 4 fr. per 100 kilogrammes established under No. 539 of the Roumanian General Tariff applied to syphons and mineral water bottles of capacity not less than 20 litres. Those of less capacity paid, under No. 540 of the Tariff, at the rate of 6 fr. per 100 kilos.

Legal.

A Claim for Damages by Mr. C. F. Bailey, of Burslem, against Winkle & Co., china and earthenware manufacturers, of Stoke, for alleged breach of contract was down for hearing at the Staffordshire Assizes last month. The plaintiff claimed to have discovered a secret process or method in the manufacture of printed earthenware and china which obviated the use of the hardening kiln, and he entered into a contract with defendants by which he agreed upon terms to instruct them in this method, one of the conditions being that defendants did not communicate the process to any other firm. He alleged that they had not fulfilled this latter condition, but had permitted the secret to be imparted to three other potting firms. Winkle & Co. had filed a complete answer to the denial of the charges of the plaintiff, but the case was settled without going to a Jury, the record being withdrawn upon terms according to which, it is understood, defendants are to pay £250 damages and £100 costs.

Incorporating a China Company.—His Honour Judge Mulholland, K.C., sat specially at the Stoke County Court, on July 16, to hear an application on behalf of the liquidators of the Britannia China Company, Ltd., of Longton, for direction as to whether Messrs. J. A. Fleming, T. T. Anderson, and A. Mackee, directors of the company, should be put on the list of contributories in respect of 200 ordinary £1 shares each which they had subscribed to the memorandum of association. Prior to the incorporation of the company the business was carried on as the Britannia China Company by Messrs. Fleming & Anderson, who entered into an agreement in November, 1904, to sell the business to Fleming, Anderson & Mackee, as trustees on behalf of the company which was to be formed. The price under the agreement was £1,000, payable by 500 ordinary shares to Fleming and 500 ordinary shares to Anderson. The shares were not described as fully paid up, and it was contended on behalf of Messrs. Fleming & Anderson that these 500 shares included the 200 which they had subscribed in the memorandum of association. A second question was whether Mr. Andrew Mackee was liable to be placed on the list of contributories in respect of 399 other shares allotted him on March 14, 1905, and whether James Mackee was also liable to be placed on the list in respect of 100 shares allotted to him on the same date. It was contended on their behalf that the 399 shares included the 200 shares which Andrew Mackee had subscribed in the memorandum of association, and that the balance included the 100 shares allotted to James Mackee and were paid for by certain advances which had been made. The advances to the credit of the company by Mr. and Mrs. Mackee, it transpired, had amounted to over £700 between the sale of the business and the incorporation of the concern. His Honour after a long hearing found that all the gentlemen ought to be placed on the list of contributories, but he expressed the utmost sympathy with them all, and, in answer to counsel for the defendants said he would certainly facilitate an appeal.

Potters' Conference.—An international conference of working potters was held lately at Limoges. Mr. Clowes, a sanitary presser employed by Messrs. G. Howson & Sons, Ltd., Hanley, president of the Potters' Union, and a member of the North Staffordshire Trades Council, attended the conference. Nearly every country manufacturing pottery was represented. Mr. Clowes was the only British delegate present.

AMONGST SUBURBAN DEALERS.

(By a "Pottery Gazette" Special Commissioner).

(*Continued from page* 810.)

HAMMERSMITH.

THE western suburbs of London have undergone very similar transformations to those that have taken place in other outlying districts within the last half-century. At the beginning of that period Hammersmith was described as "a town and parish in the county of Middlesex, on the north bank of the Thames, three and a half miles south-west of Hyde Park Corner." The population of the parish at that time was under 25,000. Then Hammersmith was celebrated for nurseries and market gardens, but they soon disappeared, and the site of them was covered with buildings. Now the district is linked to London by an unbroken chain of streets, and the metropolitan borough of Hammersmith has a population of very nearly 112,000. Large residences with their private grounds have disappeared, and streets of houses and shops have taken their places. Amidst all these changes it is interesting to find that our trades furnish a direct connection with the past.

Luke Finney & Co., glass and china merchants and dealers, 142, 144, and 146, King-street, Hammersmith, have been established there since 1812, and parts of the premises in the occupation of the firm to-day were occupied by them fifty years ago. But the business of the firm, like the neighbourhood, has developed, so that it has been found necessary from time to time to extend the premises. Now there are practically three shops next to each other, and all are well stocked. The firm's business embraces every branch of the trade, from the very best to the very cheapest grades. They do a large wholesale as well as retail business, and it is in the latter that the cheaper goods are principally handled. Though very nearly the whole neighbourhood has been rebuilt, the premises of the firm, externally, at any rate, preserve their old-fashioned appearance. The shop devoted to their best goods has two large windows very attractively dressed. The goods are nicely displayed both in the windows and in the shop. The latter is not lofty as modern-built premises are, but it is large, and an excellent assortment of goods is shown. I had not the pleasure of seeing one of the principals, but I had an opportunity of looking over the ground floors of the premises. The upper floors, formerly used as living rooms, are now converted into stock rooms, while there are packing rooms at the back. I understand the firm have a regular family connection of long standing in addition to a good passing trade. They are contractors to His Majesty's Government, and do an extensive trade amongst licensed victuallers. Although handsome shop fronts in the modern style are no doubt conducive to business, there is something attractive about the quaint old front of Messrs. Finney's premises. The shop windows are attractive enough and up to date in every way, with the exception that they are rather low. But the windows with the small panes in the upper floors, and the fact that the windows of one house are not uniform with those in the next one make an interesting picture from the opposite side of the street. There is another old-time feature about the front which would disappear if the premises were rebuilt. In addition to the name of the firm over the door and windows in the usual way, there is, between the windows of the first and second floors, and extending the whole width of one of the houses, a sign-board with the inscription in large letters, "Depôt for Minton and Wedgwood China."

James Hunt & Co., house furnishers, 42 to 70, King-street, have an extensive pottery and glass department. They do not make a large window display of our goods, but once a customer is inside he finds a large and nicely varied stock to select from. At the corner of their premises they have a glass case filled with china and glass goods. This is prominently placed, and doubtless serves as an indication that there are more within. As general furnishers, however, they have opportunities of bringing their glass and china department under the notice of customers who are buying other goods, and particularly of those who are furnishing throughout. Their stock consists of useful and ornamental goods for all the usual domestic purposes, the useful largely predominating. They are quite up to date in shapes and patterns, and have on show some of the latest productions of many well-known manufactures, both of pottery and glass. Their china and glass department is quite distinct from their other branches. It is a lofty room with plenty of light.

CHISWICK.

Chiswick was at one time "a quaint town in Middlesex, eight and a half miles from London, delightfully situated in one of the bends of the Thames." It was a favourite place of residence for the aristocracy, and other people of means. Fox and Canning both died there at the seat of the Duke of Devonshire, and Queen Victoria spent some of her early days in the immediate vicinity. Local topography has altered considerably since then. London has stretched out to Chiswick and now claims it as a suburb. I did not understand this until my recent visit. I have frequently been to Kew and Richmond, but had not been to Chiswick for a quarter of a century, until last month. In my innocence (or perhaps I should say ignorance) I consulted the A.B.C. time table and took a ticket for Chiswick from Waterloo. I have good reason to find fault with the railway company for misleading me and wasting my time. They put me out at a station called Chiswick, but really a mile or two from that place. Strangers must suffer great inconvenience and no little irritation from the wrong-naming of this station. It should be called "Grove Park," or something else—but certainly not Chiswick. I came back conveniently and speedily by electric tram to Shepherd's Bush, and the "Tube" did the rest. It was this return journey that revealed to me that Chiswick was no longer a town of 10,000 inhabitants, eight miles from London, but a thriving suburb of 30,000 inhabitants, closely linked to it by steel and electricity.

In its early days Chiswick would not be the place in which to look for glass and china shops, but they are there now. The lordly mansions, surrounded by parks or extensive grounds, are disappearing, and "Mansions" of another kind are taking their place. Where one aristocratic family resided we now find five hundred families, living comfortably in "flats," or in the rows of small houses with which builders invaded the suburbs before residential flats were thought of. From what I could see, a large proportion of Chiswick's present inhabitants live in flats. Of course, the advent of so many residents meant the opening of a number of retail shops to supply their wants. The "High-road" is the chief shopping thoroughfare, and with its modern-built shops it has a very business-like appearance.

Alfred Goodwin & Co., 20, The Pavement, have fine premises known as "Goodwin's Stores." The company are principally wholesale and retail ironmongers. Pottery and glass are only side lines with them, and yet they make a fairly good show of them. They have a large side window in which a useful variety of earthenware, china and glass is attractively arranged, and it was this window which arrested my attention. It contains samples of all domestic goods in our line, and is merely suggestive of the stock kept. The firm have a large showroom on the first floor where they make a good display of china and glass, although they admittedly do not profess to go thoroughly into the

ade. They are probably influenced in this as much by ant of space as by any other consideration. They are nterprising business people, and there are indications iat whatever they do in pottery and glass will be done roperly.

The Chiswick China Stores, 132, High-road, are under the anagement of Mr. S. M. Johnston, who had a long experi- ice in the retail trade before he took charge. Although ie word "stores" is used this is purely a glass and china op. The term "stores" has not a very definite sig- ficance now, as it is applied indiscriminately to all rts of retail shops. It is so often found associated with ttle huckstering shops that it is a wonder that the large partment stores do not discontinue the use of the word. oticing that the stock consisted of a good selection of edium-class pottery and glass—and nothing else—I ade some remark to Mr. Johnston about the use of the ord "stores" in this case, and he at once explained it. appears that the proprietors are Scotch people, and aving decided to open a glass and china shop in Chiswick ok a survey of the shops in the neighbourhood. Observ- g that so many of them were called stores they imag- ed this was the local practice, and so they assumed the ame for their shop. However—name apart—Mr. John- on controls a glass and china shop proper, and he appears understand the trade thoroughly. There is a useful sortment of all kinds of domestic pottery and glass, the edium-class predominating. Tea, dinner, dessert and ilet services, in great variety, are on show, and are quite to date, including some of the very latest productions. ere is also a good selection of flower vases, pedestals and ant pots. Fancy goods in china and majolica are also own. Every domestic requisite in glass is stocked, and necessity there is a good share of foreign productions. ke so many others, Mr. Johnston says he would rather y only British goods, but the prices the public will only y make it imperative to stock foreign glass. This is e "same old story," and need not again be commented . The firm lend out goods on hire, and give special tention to repairs and matchings. The shop is in a good siness thoroughfare, and well situated for a retail trade. ie High-road is evidently the market place of Chiswick.

A West-End Shop.—One of the most exclusive retail sinesses I have ever seen is at the same time one of e smallest and one of the neatest in London. But en these do not constitute the most interesting ature of this absolutely unique business. That is to be nd not in the extent but in the character of the trade ey do. Sometimes we speak of a "high-class business," t that would not adequately describe this one. To eak of it correctly we must say the "highest-class siness." The business, founded a century ago, had m the very first customers amongst the aristocracy. ey supplied His Majesty King William IV. and have en purveyors to the Royal Family ever since. They are iongst the Royal Warrant holders under King Edward I., and other members of the Royal Family are their regu- customers. They gave me some interesting particulars Royal orders they have executed from time to time, d they showed me specimens of the wares supplied, but it is all I am permitted to say about Royalty. The ternal appearance of the shop, its internal arrangements, d the character of the wares shown are all in harmony, d all are of the best. Looking round the shop one sees ntons, Copelands, Coalport, Worcester, Wedgwood, Crown rby, and other productions of our best makers. There also wares from the most famous Continental houses, d the specimens are the very best work of each. They not make many new customers, but they retain all ir old ones. There are high families doing business with them to-day whose ancestors did business with the firm's ancestors nearly a century ago. A unique characteristic of the firm is the number of special lines of their own, things made to their own designs or instructions. They have artists in London who paint dainty ornamentations on tea ware, dessert services, and fancy pieces exclusively for them. Manufacturers produce artistic forms expressly for them, and their own artists paint them. They are now showing a series of exquisite paintings on china, reproductions of works by famous artists. Each piece is a work of art, although only a reproduction. I could say more about the artists who produce these gems but I must not. I can, however, say with truth that they *are* artists in the proper acceptance of that term.

THE CHINA AND GLASS DEALERS' ASSOCIATION OF THE UNITED KINGDOM.

THE Central Board met on Thursday, July 26, at the Saracen's Head Hotel, E.C. The Secretary presented his usual reports of work accomplished, &c. Amongst the business transacted and considered was unfair competition by certain traders who advertise a certain well-known line and supply at cost price; railway charges; the excessive rates for china and earthenware packed in cases and boxes; letters received from railway companies and the Board of Trade were read; also letters from manufacturers.

Another question considered was that of railway companies charging for greater weight than packages actually weighed; a case being put forward in which the three crates were weighed, and found to be 8 cwt. 1 qr. 24 lbs., the weight given by the railway company being 9 cwt. 2 qrs. It was proposed that manufacturers should place the weight of package on each invoice.

A discussion took place on the question of unfair advertising, as "bankrupt stock purchased, whole of a dealer's stock, &c.," when a few crates of seconds have been purchased.

Stamp trading was also condemned, and a circular was put before the meeting.

A few cases of direct trading were brought before the meeting, and the replies from the manufacturers concerned were generally favourable, stating that in future they would fall in with the wishes of the Association.

The circular issued by the Christian Social Union on the leadless glaze question was also considered. A large amount of general business was transacted.

Attaching Enamel Letters to Windows.—Draw on the window with chalk or soap a plan of the arrangement you prefer, either straight or curved; then divide this space into as many spaces as there are letters to be attached, regulating the space between the letters according to width of window. Fill in with cement the back of the letters, both inside and outside edges, then press letters equally on the top, back and forth (up and down), until cement protrudes from edge. After the letters are all on, trim the edges with a pointed stick, moisten the stick to clean easily, holding the letter while doing so, then brush outside edges with plaster of paris to clean the glass if greasy. To remove the letters, apply kerosene to the edges of the letters to soften the cement; then procure a very thin knife, cutting away with a sawing motion, and twist them off. A good cement for the purpose is made as follows:—Mix two parts of white lead with three parts of dry white lead, and mix with ordinary varnish to the consistency of soft putty, adding more dry white lead if same is too soft or sticky. The cement should be made soft enough to handle.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Mr. Turner, china and glass merchant, has relinquished the business at 520, High-road, Chiswick, W.

Mr. E. R. Bishop, china and glass merchant, has relinquished the business at 725, Fulham-road, S.W.

Mr. A. A. Lynes, china and glass merchant, has opened new premises at 363, Barking-road, East Ham, E.

Mrs. M. Priem, china and glass dealer, has relinquished the business at 10, Red Lion-street, Holborn, W.C.

Mr. J. T. Robinson, china and glass merchant, has relinquished the business at 265A, Mare-street, Hackney, N.E.

Mr. E. Martin, china and glass merchant, has relinquished the business at 345, Caledonian-road, Islington, N.

Salviati, Jesurum & Co., Venetian manufacturers, announce their intention of shortly vacating the premises 155, New Bond-street, W.

Mr. J. H. Block, glass merchant, 280, Cambridge-road, Hackney, N.E., has opened additional premises at 270 in the same thoroughfare.

Mr. Richard Armitage, one of the directors of the Leeds Fireclay Co., Ltd., who died recently aged seventy-four, left estate valued at £12,301.

The Paddington Guardians have accepted the tender of Mr. W. Huntsman, of Upper-street, Islington, N., for the supply of earthenware to the value of £70 13s. 3d.

Doulton & Co., Ltd., announce that the Royal Doulton Potteries at Burslem will be closed from August 4th to the 14th both dates inclusive, for the annual summer holidays.

Mr. C. H. Haigh, 44, Everton-road, Chorlton-on-Medlock, Manchester, has been appointed as their representative for Manchester and district by the Patent Glass Decorating Company.

The "Pottery Gazette" Diary, 1907, is now in preparation, and will be finally closed for press on September 8. All advertisements and alterations must reach the publishers before that date.

The Nithsdale Ornamental Tile and Pottery Co., Ltd.—Registered capital, £10,000 in £1 shares. Objects, to carry on the business of manufacturers of pottery, brick, tile, and fireclay goods, &c. Registered office, 57, West Campbell-street, Glasgow.

The Clunas Tiles and Mosaics, Ltd.—Registered capital, £15,000 in £1 shares. Objects, to carry on the business of manufacturers of encaustic tiles, bricks, ceramic mosaics, faïence, pottery and glass ware, clay workers, &c. Registered office, 15, Queen-street, Edinburgh.

Marylebone Borough Council recently received the following tenders for the supply of 2,500 yards of earthenware ducts required for the cables to be laid for the lighting of Oxford-street:—Doulton & Co., Ltd., 11¼d. per yard; Albion Clay Co., Ltd. (accepted), 10½d. per yard.

Mr. Jas. Howorth, of the firm of Gibson & Howorth, Preston, Lancs., has been awarded the Service Medal of the Order of St. John of Jerusalem. Mr. Howorth joined the Ambulance Brigade Corps in January, 1888, and is still serving as a member. The medal was presented by the Prince of Wales at Marlborough House on July 23.

A fire broke out on July 4 at the back premises of Mr. W. Thomas, china dealer, 5, Hannah-street, Porth, near Cardiff, and gutted the stables and warehouse. Considerable damage was also done to the rear of the dwelling house. How the fire originated is not known. It is understood that the damage is covered by insurance.

The Future of Trentham Hall.—On July 21 the Staffordshire Education Committee resolved to decline the Duke of Sutherland's offer to present Trentham Hall as a college for higher education. The Committee were in favour of accepting the hall as a residential training college for women, but this proposal did not meet with the approval of the Duke.

W. Meeds & Son, Ltd.—Registered capital, £7,000, in £1 shares. Objects, to take over the business of brick, tile, brown ware, art and ornamental pottery manufacturers, &c., carried on at Burgess Hill, Sussex, as "W. Meeds & Son," and to adopt an agreement with J. W. Brooker and H. L. Beale, jun. Registered office, St. John's Original Pottery, Station-road, Burgess Hill.

John Sparks, Ltd.—Registered capital, £15,000, in £1 shares. Objects, to adopt an agreement with J. Sparks and to carry on the business of merchants, importers, exporters, dealers in and valuers of Japanese and other objects of art, fixtures, bronzes, china, porcelain, and other articles, &c. No initial public issue. Registered office 17, Duke-street, Manchester-square, W.

Mr. James Kenward, a former resident of Birmingham, died recently at Great Yarmouth. Mr. Kenward, who was seventy-seven years of age, was for a considerable period of his life in the employ of Chance Brothers & Co., Ltd., glass manufacturers, Oldbury, where he occupied an important post in the lighthouse department. He retired from business about ten years ago.

Death of Mr. A. A. Harrison.—Members of the trade will learn with regret of the death of Mr. Allen Albert Harrison, manufacturers' agent, of 12, Thavies-inn, Holborn-circus, E.C. Mr. Harrison, who was about sixty-seven years of age, died somewhat suddenly at the beginning of last month after a paralytic attack. He had recently endured some business troubles, which, it is thought, contributed to his breakdown in health.

State Control of Canals.—At the sitting of the Royal Commission on Canals on July 18, Alderman Lawley Parker, of Birmingham, said that as the benefit of the nation at large followed the increase of the prosperity of industries, so it should be that the cost of constructing canals and waterways should be borne by the nation. Canals and waterways should be constructed to act as a competing force against the heavy tariffs imposed by the railway companies.

Mr. J. L. Carter, of Market-head, Derby, was awarded a gold medal for an artistically dressed dessert table exhibited in the horticultural section of the Royal Agricultural Show recently held at Derby. The dessert service displayed was of Crown Derby china, and the floral decorations consisted of pink carnations arranged in thistle-shaped cut crystal vases. Richly cut glasses and decanters and silver candelabra were also included in this highly meritorious exhibit.

The Fragile Club.—The summer excursion of the club was held on Saturday, July 14, when a number of the members and their friends visited Oxford. Under the able guidance of Mr. F. E. Spiers, the party visited, among other places of interest, Magdalen, Christchurch, New, and St. John's Colleges, the Bodleian Library and picture gallery, &c., &c. Luncheon and dinner were served at the Randolph Hotel and a most enjoyable day was spent, several of the party prolonging their visit until Sunday.

Fire at a Pottery.—A few days ago a fire broke out on the premises of Lancaster & Sons, Ltd., Dresden Pottery, Tinkersclough. It was found that the flooring of the bisque warehouse was on fire, the outbreak being apparently due to the clammings of a recently fired oven having been taken down, thus overheating the ceiling, which is also the flooring of the bisque warehouse. A good supply of water being available, all danger of the fire spreading was soon averted. The premises and stock are insured.

The Health Exhibition at Bristol.—At the Health Exhibition, held in connection with the Congress of the Royal Sanitary Institute, at Bristol, Doulton & Co., Ltd., Lambeth, S.E., exhibited their glazed fireclay stoves and fireplaces, baths, closets, and pedestal closets. Pountney & Co., Ltd., Bristol, exhibited their semi-porcelain lavatory basins, and examples of underglaze painted decorations on lavatory basins. They carried out tests at their works and showing that their ware does not craze. Both firms were awarded bronze medals.

Standardising Bottles.—The Chambers of Commerce of London, Manchester, and Liverpool, are engaged in the preparation of an ordinance dealing with the standardisation of bottles and other vessels in which spirits are imported into the colonies. Negotiations are being conducted with the Colonial Office, the object being to regulate as far as possible the introduction of spirituous liquors into the African continent. At present the bottles and other vessels employed are of a nondescript character, and there is much difficulty in estimating the actual quantity imported.

The Potteries Cripples' Guild.—The annual meeting of the Potteries Cripples' Guild was held at Stoke-on-Trent on July 11, when the report of the Industrial Section for the year ending March 31 was submitted. The executive committee were able to express satisfaction at the progress made in the good work of the guild. It has contributed largely to the encouragement of the workers in their efforts towards self-help and self-support. An interesting account is given of the occupations in which the cripples have been instructed. The work of the guild is deserving of encouragement and support.

Mr. T. C. Green, of Station-road, Massingham, has joined the numerous company of inventors who have tackled the "non-refillable bottle" problem. Mr. Green's method is to fix a glass cap over the cork, securing it to the bottle-neck with a special cement. The cork cannot then be drawn until the cap has been broken off. The idea is novel and appears a good one, except that when large numbers of the bottle are in use it might be worth the while of fraudulent persons to have duplicate caps prepared. Moreover, the cement is a most important factor, and would need to be thoroughly reliable.

F. & C. Osler, Ltd.—Registered capital, £205,000 in £10 shares. Objects, to acquire the business carried on as F. & C. Osler, at Birmingham, London, Calcutta, Bombay and elsewhere, and to carry on the business of manufacturers of and wholesale and retail dealers in glass, china, earthenware, and enamel; makers, benders, bevellers, cutters, silverers, and workers of glass, &c. No initial public issue. The first directors are H. F. Osler, J. T. Osler, A. O. Osler, and J. A. Osler. No debentures or similar charges exceeding £50,000 may be issued without the consent of the holders of the preference shares.

An Old Jug, exhibited in the window of a curio dealer's shop in Manchester, gives a good idea of the political pottery of eighty years ago. As centrepiece is a portrait of Orator Hunt, with "Hunt and Liberty" inscribed below. The space around the portrait is covered with the party cries of early Chartism—"No Corn Bill," "Bad Luck to the Manchester Butchers"—evidently a reference to Peterloo and the Yeomanry,—"Universal Sufferage"—(so spelt), "Annual Parliaments," and "Vote by Ballot," the last three representing the programme of the Chartists. In addition there are "Habeas Corpus" and "Bill of Rights" to recall the constitutional struggle in which Orator Hunt and his followers were engaged.

Mr. Ernest Wahliss, 88, Oxford-street, London, W., has followed a practice common in other trades by having a special sale of china at reduced prices. His reason for doing so is intelligible. Mr. Wahliss has made a reputation as an importer of artistic pottery, especially of the choice products of Vienna. He purposes now to make his establishment a centre for the distribution of the finest British pottery and glass. As his premises are limited he is reducing his stock of foreign goods to make room for a stock of British pottery, and of the best British glass. He will still keep a large selection of high-class foreign art ware, but he will stock artistic British ceramics and crystals as well. It is to make room for these that he is selling some of his choice specimens of real old Vienna china at reduced prices.

The Company Law Amendment Committee was appointed by the Board or Trade to consider the best means of encouraging joint stock enterprise and of repressing illegitimate practices. The report of the Committee was issued on the 10th ult., in the form of a bluebook. The Committee recommend that a director whose breach of any duty imposed upon him by the Companies' Act is the result merely of honest oversight, inadvertence, or error of judgment, shall be removed from liability. Numerous small amendments are suggested, but the Committee offers no suggestion for the protection of unsecured creditors —"those who choose to deal with limited companies must take the risk of doing so." They suggest, however, that the filing of a balance-sheet each year should be compulsory, and that the register of mortgages and charges should be open to public inspection.

The English Ceramic Society.—On July 2 the members, to the number of forty, paid a visit to the Stourbridge district. The society had been invited by Messrs. E. J. & J. Pearson, Ltd., firebrick manufacturers, to visit their works, at the joint invitation of Messrs. Pearson and Messrs. Stevens & Williams, Brierley Hill Glass Works. The members were entertained at lunch, and were escorted over the works of both firms. There they were shown the interesting features of both factories, and expressed their admiration of the beautiful art products of Messrs. Stevens & Williams. The superb cutting, polishing, and engraving processes were especially attractive. They were shown the fine collection of beautiful "rock crystal" vases, &c., this being one of Messrs. Stevens & Williams's specialities. An account of the visit will be published with the proceedings of the English Ceramic Society in due course.

Visitors at a Pottery.—In connection with the 25th annual general meeting of the Society of Chemical Industry, held at Manchester last month, a visit was paid to the works of Pilkington's Tile and Pottery Co., Ltd. At the works the party were met by Mr. William Burton, director and manager of the company, and were conducted through the various departments. The inspection was of especial interest, owing to the artistic character of many of the productions, and the excellent provisions as regards room, light, and facilities hygienic, and operations made by the company for carrying on the industry on present-day lines. The preparation and mixing of the primary materials, clays, flint, pegmatite, felspar, &c., the preparation and mixing of the glazing and colouring materials; the shaping of tiles, faïence, and vases; the firing of the clay into pottery; the application of glaze and the firing of glaze, were described to the party. Tea was provided by the company for the visitors at the works.

English Pottery Figures.—Last month we referred to the collection of early English pottery lent to the Peel Park Museum at Salford by Mr. Frank Falkner and Dr. E. J. Sidebotham. The Curator of the Museum has just favoured us with a copy of the catalogue of the collection. It is a great advantage that the public have such a favourable opportunity of inspecting this very comprehensive collection of English pottery figures. So many marked examples have never before been publicly exhibited together. The collection consists of earthenware figures mostly made in Staffordshire in the early part of the last century. For

years past the collectors have been busy hunting for such specimens in all sorts of out of the way places. The present exhibits come from "lonely cottages or remote farm-houses on Lancashire moorlands, by Cheshire meres, in Derbyshire dales, or on wild Welsh hillsides." So says Mr. William Burton in his able introductory note. The collection is worth a special journey to Salford to inspect it.

Inspection of Glazes.—From the report of the Principal Chemist upon the work of the Government Laboratory for the year ending March 31 last, it appears that a large number of samples of pottery glazes were taken by the factory inspectors of the Home Office from various potteries with the object of checking the proportion and degree of solubility of the lead entering into the composition of the glazes employed under the several Home Office Rules. The glazes claiming to be leadless were generally of a satisfactory character, there being but two cases where the proportion of lead found to be present was at all substantial. Where glaze was employed which was declared to contain less than 5 per cent. of soluble lead calculated as lead monoxide, a wider divergence from the standard was found. In five instances the proportion of lead proved to be very considerably in excess of less than 1 per cent. Only two samples of glaze of the less than 2 per cent. solubility class were examined, and of these one was in practical conformity with the regulations, and the other contained 4 per cent. of soluble lead (calculated as lead mon-oxide).

Successful Art Students.—There was recently on view at South Kensington a collection of the works of students in the 1906 National Competition of Schools, under the regulations for evening schools, technical institutions, schools of art and art classes. Our industries figure well in the list of successes. Mr. Francis Van Hallan Phillips, of Burslem, was awarded a gold medal for two well-executed designs for tiles, remarkable for tasteful colouring. W. S. Machin, also of Burslem, was awarded a gold medal for a corbel, modelled in earthenware and glazed; and Harold Brownsward, of the School of Art, Hanley, was awarded a gold medal for a design for a sun dial. Silver medals were secured by F. Allen, for majolica tiles; by Miss Ruth Cartlidge, with a design for a well-executed pottery plaque; and by F. Furnivall for service plates with painted decoration. Bronze medals were awarded to S. R. Cope, Burslem, for a glazed vase; R. T. Cotterill, for majolica tiles; H. Nixon, for service plates with raised decoration; J. Skinner, for Sgraffito tiles; H. Tittensar, for glazed plaque; H Wildblood, for a design for majolica tiles; and W. Brown, Hanley, for service plate with raised ornamentation.

The Future of the British Empire.—To a recent number of the "Rapid Review," Mr. C. F. G. Masterman, M.P., contributes a serious article on the subject: "Is the British Empire Declining?" While avoiding the pessimistic contention that the Empire has passed its best days, and is entering on a period of decline, he strikes a note of needful warning against indifference and heedlessness, and points out that the supremacy which has been won by sheer force and energy can only be maintained by constant effort. Particularly is this the case in industrial matters. "It is 'work'—in one word," he says, "which has enabled America and Germany to bite such large sections out of England's monopoly." He refers to "the captains of industry strolling leisurely down to work late in the morning, taking long hours for lunch, and discoursing concerning sport"; and quotes from a recently published book that "the once unequalled workman has adopted the motto: 'Get as much, and do as little as possible.'" He mentions also the decline of the birth-rate in England, the growth of gambling among rich and poor, the general indifference towards public affairs, and the increased craving for frivolous amusements. "All this," says Mr. Masterman, and we think our readers will agree with him, "is a much bigger thing than any of the cries which divide political parties, or those surface shows on which men feel so strongly and fight so bitterly, which rarely, as a matter of fact, penetrate into the inner core of a nation's welfare or regeneration."

Retirement of Mr. James Gelson.—Members of our trade will learn with mingled feelings of regret and satisfaction that one of the oldest amongst manufacturers' representatives is retiring this month. The regret will be that the familiar face—always beaming with pleasantness—of Mr. James Gelson, the respected representative of Wedgwood & Co., Ltd., Tunstall, will be no longer seen at the London showrooms; the satisfaction will be in the knowledge that an always courteous gentleman is going to enjoy well-deserved repose while still in the possession of a large amount of health and energy. It will be the wish of all who know him—and it will be the stronger and more sincere in those who know him best—that Mr. Gelson may have many years of happiness in store for him. Mr. Gelson has practically spent his life in the trade. He commenced business with the old firm of Francis Morley & Co., Shelton, and in course of time he travelled in the country for them. The business passed into the hands of Messrs. G. L. Ashworth & Brothers, with whom Mr. Gelson remained for about six years. He left them to join his brother in business, and managed the London branch for about ten years. Afterwards he became the Continental representative of Messrs. Gildea Walkers, taking Germany, Austria, France and Belgium in his journeys. At the death of Mr. T. P. Woods Mr. Gelson was offered and accepted the position held by that gentleman with Messrs. Wedgwood & Co., and he has been associated with them ever since. For many years he travelled in the country for them, taking the North of England, Scotland, and the South Coast. For the past eleven years, however, he has been settled in London, devoting his whole time to the increasing London business of the company. To many dealers in the country, therefore, Mr. Gelson's personality will be but a memory, but he is personally known and respected throughout the London district to-day, and it is there he will be greatly missed. However, we are all glad that Mr. Gelson is not retiring, because of failing health, but in pursuance of that order of nature which limits human capabilities. He goes into retirement with the best wishes of troops of friends

The Shipping of China, Glassware, &c.—At the Congress of the Chambers of Commerce of the Empire held in London last month, the Hon. G. F. Earp, delegate from Newcastle, N.S.W., moved: "That this Congress is of opinion that there should be carried into effect as soon as possible an amendment of the New South Wales Standard Charter Party Form of 1900 (General Cargo-Sail), by the addition of the following words to Clause 26, dealing with the question of liability and costs of arbitration, if any:—"That shippers (British and continental) to Australia of china, glassware, &c., be urged to use more care in the packing and stowing of this description of cargo, so that the present serious losses owing to breakages may be minimised." In doing so he said that, shortly stated, Clause 26 of the present New South Wales Standard Charter Party gave shipowners a lien on cargo for dead freight and demurrage. The desire of the Newcastle chamber was that that clause should extend to costs of any arbitration which might be due to the shipowner. Consequently, the resolution proposed that Clause 26 of the New South Wales Charter Party be amended by the addition of the words "and costs of arbitration, if any." The resolution simply provided that the shipowner had a lien for any costs of arbitration which might be due to him. Mr. Charles H. Goode (Adelaide) seconded the motion. Mr. W. Turpin (Swansea,

Wales), in opposing the resolution, said that when the question of the importation of Canadian cattle was discussed a delegate had successfully opposed the motion on the plea that very few of those present knew anything about it. He thought that remark applied to the present resolution. What did those present as a whole know about New South Wales Standard Charter Party ? Doubtless, some of the delegates knew all about it, but taken as a whole, the delegates did not. It they did not, how were they in a position to agree to the suggested addition. He strongly opposed the resolution. The President inquired whether the Newcastle Chamber would withdraw the resolution, or whether they insisted that a vote should be taken upon it. Mr. Earp replied that he preferred the question to be put to the vote. The resolution was then put and lost.

Trade Festivities.—On the 7th ult. the managing staff of Messrs. JOHNSON BROTHERS, LTD., of Hanley, were entertained by Mr. and Mrs. H. J. Johnson, at Oulton Rock, Stone. The visitors were driven there in brakes, and after a pleasant journey were received on arrival by Mr. and Mrs. Johnson and family. After refreshments (served on the lawn), the party enjoyed various games, such as cricket, bowls, &c., whilst some engaged in boating. In the evening the company partook of a substantial supper, after which very friendly but informal speeches were made by Mr. H. J. Johnson, Mr. R. L. Johnson, Mr. W. Colley, and Mr. L. C. B. Roberts. Other amusements were afterwards enjoyed, and the company finally had an agreeable drive home through Trentham, reaching Hanley safely.—On the same day, July 7, the annual outing of the printers and transferers employed by Josiah Wedgwood & Sons, Ltd., Etruria, took place at Rudyard. The party arrived there early in the afternoon, and as the day was beautifully fine they thoroughly enjoyed themselves in boating, and in visits to interesting places in the vicinity. A substantial tea was served in the Golf Links Pavilion, after which a presentation of a handsome gold brooch was made to one of the transferrers who had been forty-two years in the service. The brooch was the gift of her fellow-workers. A very enjoyable day was spent.—On the 9th ult. the members of the Potters' Pitcher Society, in connection with the Royal Porcelain Works, Worcester, took their annual outing. This was in the form of a drive to Ledbury by brakes. The trip out was very enjoyable the route taken being under the Malvern Hills to the British Camp, where lunch was served. The journey was continued through the drive and beautiful park at Eastnor. When the party reached Ledbury they were joined by Mr. E. P. Evans, the esteemed managing director of the Royal Porcelain Works, and Mr. John Porter, the London representative of the company. The company dined together at the New Inn, Mr. E. P. Evans in the chair, supported by Mr. Porter and others, and with the works foreman in the vice-chair. The usual loyal and a number of other toasts were honoured, that of Mr. Evans being warmly received. The party returned by road through Malvern to the Hanley Swan Inn, where they partook of supper and spent the remainder of the evening pleasantly together. —On June 23 the employees of the china, glass, and lamp department of WM. WHITELEY, LTD., Westbourne-grove, W., held their annual outing at the White Hart Hotel, Beaconsfield, Bucks. Mr. W. W. Wood presided, making an excellent chairman. The excursion was thoroughly successful, and was much enjoyed by the party, which included several visitors.—The employees of WENGERS, LTD., colour manufacturers, Etruria, were taken by the firm for their annual excursion to Rushton, on July 14. The day was fine and favoured the enjoyment of outdoor games. Mr. Adolph H. C. Wenger presided at dinner at the Railway Hotel, after which the party divided and walked to several places of interest in the locality. Mr. F. Edward Wenger presided at tea, partaken of at Rushton, and further rambles occupied the visitors till the return journey was made, concluding a very pleasant day.—On July 14 the artists employed by THOMAS WEBB & CORBETT, LTD., Flint Glass Works, Hawsley, made a very pleasant excursion by road to Worcester. This necessitated an early start, and the Cathedral city was reached soon after eleven. The Cathedral and other places of interest were visited, and a good dinner was enjoyed at the Bell Hotel. A sail down the river to Holt Fleet was indulged in before the return journey was started, and a pleasant drive home brought the day to a close.—On July 11 the employees of the CROWN POTTERY, Longton, were given a holiday, and taken by the firm for an outing to Rudyard, in celebration of the marriage of Mr. J. E. Tams. On arriving at Rudyard a telegram was sent in the names of all present, to the bride and bridegroom, congratulating them on their marriage, and wishing them much happiness. Rambles were made informally by some ot the visitors to places of interest in the neighbourhood, while others enjoyed a game of football between "married and single." This ended in a draw, the sides scoring a goal each. After tea they were photographed in a group, and boating and a musical half-hour completed the festivities.—On July 14 the employees of J. GIMSON & Co., LTD., spur manufacturers, Fenton, were entertained by Mr. C. E. Challinor, the managing director, at his residence, Norton Bridge. The party were conveyed from the works by brakes, and enjoyed the ride through the country. There was a good repast awaiting them ; it was served in the grounds, and afterwards cricket and other games occupied a considerable part of the fine afternoon. The kindness of Mr. Challinor was appreciated and duly acknowledged.—At the invitation of HENRY OGDEN & Co., thimble manufacturers, Hanley, their employees went for their annual outing on July 14. Accompanied by several members of the firm an excursion was made to Rudyard by rail. Dinner was provided in the Grand Lake Pavilion, when Mr. Potter, in the name of the firm, gave a hearty welcome to those present. The visitors enjoyed boating on the lake, and walking excursions concluded a very pleasant afternoon.—The employees of the firm of "Goss," Stoke-on-Trent, are indebted to the generosity of their firm for an outing to New Brighton on July 23. The party, numbering 260, left Stoke Station at 6 a.m., arriving at their destination at 9.30, and after spending the morning "sight-seeing," they congregated at the Tower for dinner, after which Mr. Fennel (engraver), and Mr. Mollart, an old employee, testified to the good-will and happy relationship which existed at the works. Mr. Victor Goss in a felicitous speech responded on behalf of the firm. The afternoon and evening (tea being provided at 5 o'clock) were spent by the sea, and the party left for home at 9-30, arriving at Stoke station about 12 o'clock, after a very happy day.—On July 14, the employees of RATAUDS, LTD., Parver-street, Hanley, numbering 60, had an outing in the form of a drive to Eccleshall. An excellent dinner was provided at the King's Arms Hotel. The afternoon was spent in visiting places of interest in the neighbourhood. The return journey was made in the evening, Hanley being safely reached about 10.45.

American Electrical Porcelain.—It is rumoured that the Westinghouse Electric Manufacturing Co., of Pittsburg, Pa., will soon erect an electric porcelain plant. The Westinghouse company will not confirm or deny the report, but it is stated that the plant will, without doubt, be erected some time during the present summer.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS) FOR JUNE, 1906.

		Quantities.				Value.			
		Month ended 30th June.		Six Months ended 30th June.		Month ended 30th June.		Six Months ended 30th June.	
China or Porcelain, and Earthenware.		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany	cwts.	5,432	6,508	25,119	31,894	£5,680	£5,647	£31,948	£36,790
,, France	,,	6,731	3,384	24,819	20,326	5,143	5,475	30,249	31,092
,, United States of America	,,	27,837	42,365	210,460	229,885	34,444	46,794	257,273	270,118
,, Brazil	,,	8,520	10,213	55,779	75,336	5,930	9,382	43,342	57,162
,, Argentine Republic	,,	16,707	41,428	206,731	222,927	8,042	12,988	68,142	88,165
,, British South Africa	,,	22,615	11,972	136,782	119,986	11,651	7,246	68,453	62,322
,, British East Indies	,,	22,853	22,167	142,496	148,756	10,252	10,125	68,259	76,081
,, Australia	,,	10,498	11,667	71,597	67,938	12,197	12,313	78,473	78,936
,, New Zealand	,,	3,473	4,936	26,938	28,023	4,823	6,171	33,344	35,818
,, Canada	,,	31,182	34,016	123,417	133,607	15,144	22,900	89,845	109,284
,, Other Countries	,,	56,343	74,411	349,000	452,724	38,643	43,795	229,592	268,294
Made up as follows:									
Porcelain, Chinaware, and Parian	,,	1,275	2,868	12,738	12,862	9,324	11,937	70,230	72,421
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	82,937	108,246	556,443	625,911	102,466	129,285	679,851	777,774
Jet, Rock'm, and Glazed Terra-cotta	,,	577	106	2,310	646	666	131	2,994	1,186
Red, Stone, Brown and Yellow Ware	,,	116,682	137,611	730,939	814,625	24,804	24,398	151,312	158,075
Other Sorts (including Electrical and Chemical Ware)	,,	10,720	14,236	70,708	77,358	14,689	17,085	94,533	104,606
Glass.									
To British South Africa	value £	—	—	—	—	90,811	5,418	525,737	43,276
,, Other Countries	,,	—	—	—	—		98,900		573,026
Made up as follows:									
Plate Glass	cwts.	8,537	10,879	54,218	67,356	11,142	16,907	74,998	100,068
Flint Glass	,,	4,798	4,984	31,332	27,941	16,106	16,107	92,224	91,222
Glass Bottles	gross	56,814	60,780	313,827	367,240	37,494	38,756	203,554	233,102
Glass Manufactures, other sorts	cwts.	29,860	28,792	172,238	220,413	26,069	32,548	154,961	191,910

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR JUNE.

		Quantities.				Value.			
		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	3,062	3,329	24,634	23,591	£15,756	£16,947	£108,033	£112,463
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	25,688	23,666	169,380	160,430	50,178	48,294	313,284	310,444
Jet, Rock'm, and Glazed Terra-cotta	,,	27	1,702	333	5,479	105	365	561	1,752
Red, Stone, Brown and Yellow Ware	,,	295	1,399	5,020	17,092	382	838	3,641	4,673
Other sorts (including Electrical and Chemical Ware)	,,	1,916	1,750	5,258	10,786	2,858	2,741	9,618	15,833
Window and German Sheet Glass	,,	77,571	100,594	476,122	727,643	44,971	56,208	283,123	408,673
Plate Glass	,,	37,803	31,093	233,282	185,345	43,686	40,748	280,843	240,601
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass	,,	60,494	56,926	356,118	399,296	100,796	87,560	597,103	652,765
Glass Bottles	gross	126,691	127,653	773,042	764,742	51,447	51,959	312,388	317,419
Glass Manufactures, other sorts	cwts.	7,256	3,703	44,668	23,664	11,459	6,030	83,925	34,385

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR JUNE.

		Quantities.				Value.			
		1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian	cwts.	1,582	761	10,642	8,562	£6,652	£3,462	£40,262	£36,687
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles)	,,	2,644	276	10,477	3,067	5,608	715	20,210	7,228
Jet, Rock'm, and Glazed Terra-cotta	,,	—	19	9	38	—	83	55	157
Red, Stone, Brown and Yellow Ware	,,	—	—	21	405	—	—	53	855
Other sorts (including Electrical and Chemical Ware)	,,	—	2	28	67	—	53	81	362
Window and German Sheet Glass	,,	1,727	73	4,187	8,071	1,018	147	2,427	4,386
Plate Glass	,,	714	144	3,184	1,569	842	282	4,587	2,455
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass	,,	5,106	553	24,233	10,853	11,080	1,146	51,410	23,120
Glass Bottles	gross	1,970	1,605	12,587	11,811	311	1,181	6,320	7,119
Glass Manufactures of other sorts	cwts.	481	699	5,984	3,450	1,311	1,691	14,964	8,401

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, May 31 to June 26, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to June 26, 1906. Packages.	Corresponding period 1905. Packages.
To Boston	493	389	3,508	3,359
„ New York	498	520	2,799	3,225
„ Baltimore	1,060	758	7,018	5,867
„ Philadelphia	64	38	669	563
„ New Orleans	69	281	1,633	2,044
„ Newport News	118	128	670	503
„ San Francisco	339	43	794	320
„ Portland, Me.	51	33	419	318
„ Galveston	150	71	518	284
„ Portland, Or.	42	98	618	274
„ Inland Points	1,066	816	6,245	8,446
Total	3,950	3,175	24,891	25,203

A COUNTRY POTTER IN CUMBERLAND

HIS art is one of the oldest in the world, writes a correspondent of the "Yorkshire Post." In Egyptian tomb paintings (works of art executed somewhere about 4,000 B.C.) are representations of the potter's wheel, by means of which all pottery except the very rudest kinds is made, or, as the technical term is, "thrown." This potter's wheel is really quite simple; it is merely a circular table of wood fixed on a revolving axis, set in motion (in the great potteries) by machinery, in the pottery I describe in this article by boy-power. There must have been potters in England in the days of prehistoric men, for in their funeral barrows are often found roughly fashioned urns of earthenware, some kiln-baked, others merely sun-hardened. It is quite likely that these forgotten craftsmen used a wheel identically the same in all essential details as the one that my friend a Cumberland potter uses to-day, with which he supplies his district with flower pots, butter mugs, bread jars, pie dishes, cream mugs, shaving pots, hot-pot dishes, and other domestic utensils too numerous to mention.

It is a picturesque building is the "pot kill" standing alone in the midst of fields, surmounted by one chimney, the domed "kill" (kiln) at one side of it. Unbaked articles of all kinds wait for the firing on rows of boards on trestles. From a shed near the "kill" comes a curious humming, rythmical sound, the sound of the potter's wheel. It is a long, low shed this, with long stone benches, under which passes a current of hot air from a furnace, on which newly-made pots dry in bad weather. Near the door, in a picturesque attitude, is the potter at work; on one side of him his assistant kneading the umber-coloured clay, in front of him the small boy grinding at the handle which causes the wheel to revolve.

A lump of clay is weighed and given to the master potter, who places it before him on the centre of the whirling turntable, which the boy at a nod sets in motion. By degrees the lump of clay becomes instinct with life under the hand of the man whose brain fashions its shape and being. From a mere block of sticky mud it passes through a quick kaleidoscope of symmetrical forms into the desired shape, be it water bottle, jug, or what not. The boy slows down topping at last, and the potter, stripping the still plastic utensil from the wheel by means of a wire (exactly resembling that used by grocers to cut cheese) lifts it deftly to a carrying board, and an assistant carries it away to dry. If a cream line, or lines, be desired by way of ornamentation, it is added before the baking of the pot, in exactly the same way as ornamental icing is put on cakes. The wheel is again started, and the master potter, taking up a cow's horn filled with some white, creamy substance, dexterously blows a thin line round the revolving pot, through the point of the horn. It is a very simple implement, but very effective, especially in a hand which is so marvellously steady as that of the potmaker.

All this while the man at the bench beside him is steadily kneading and weighing out the portions of clay for the man at the wheel. On the thoroughness of the kneading much depends, for it must be worked and beaten quite free from any inequalities, or the crocks will break during the firing. It must, too, be sufficiently moist to be plastic and easily workable under the potter's hand. Now he raises the great lump high above his head, then brings it down upon his board with a dull thud, where he kneads and pommels it like dough, cutting it apart with his wire, then roling and working it together again till at last it is perfectly smooth, without the tiniest lump or grittiness.

Potters' clay consists of a hydrated silicate of alumina, generally containing as well free silica, lime, &c. It is on the presence of oxides of iron that the colour depends. When you heat this hydrated (or water-containing) silicate of alumina in a fire it becomes anhydrous, that is, the heat absorbs the water, leaving the clay vessel hard and durable. Unless you glaze it, however, though hard, it is porous, and absorbs moisture, so pot vessels are glazed and rendered impervious to moisture as well as fireproof.

The kiln (or "kill" as we Cumberland folk term it) is a very picturesque spot, a kind of inferno, with a terrible atmosphere from the fumes of the firing. It is a great, square chamber, round the walls of which are broad shelves where countless pots of all sizes and shapes stand to dry and harden, taking weird, fantastic forms as the flames from the fires of the kiln dance upon them in the shadowy recesses of the shaft of the roof. In the midst stands the kiln, little fires all around it beneathe the great circular chamber above where the pots are fired. This kiln is little different from those in vogue in ancient Greece and Egypt. From it the pots are taken forth finished. They are stored in a large room, a kind of showroom, or packed into carts or crates and distributed amongst the neighbouring markets, some even going overseas to Ireland.

British Clay Exports.—During June, 52,007 tons of unmanufactured clay, valued at £54,052, were exported from the United Kingdom; the exports for the six months ending June 30 amounted to 280,898 tons in weight, and £302,716 in value. The figures both for the month and six months are well above the average for the corresponding periods of recent years.

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The following are the EXPORTS of CHINA, EARTHENWARE, &c. (Foreign and Colonial Manufacture) to the various countries during the last two years.

	Value.	
	1904.	1905.
CHINAWARE, PORCELAIN, and EARTHENWARE: Porcelain, Chinaware, and Parian:	£	£
To Germany	1,042	1,038
,, France	1,386	1,191
,, United States of America ..	87,817	58,693
,, Other Foreign Countries ..	2,649	4,542
Total to Foreign Countries	92,894	65,464
To Cape of Good Hope ..	805	505
,, British India	1,240	1,576
,, Canada	3,453	12,537
,, Other British Possessions ..	2,893	2,391
Total to British Possessions	8,391	17,009
Total	101,285	82,473

	Value.	
	1904.	1905.
CHINAWARE, &c.—*continued*		
Earthenware (including Semi-Porcelain, Majolica, & Glazed Hearth and Wall Tiles):	£	£
To Germany	808	550
,, France	418	340
,, United States of America ..	56,688	17,839
,, Other Foreign Countries ..	2,254	3,871
Total to Foreign Countries	60,168	22,600
To Cape of Good Hope ..	1,133	1,242
,, British India	3,855	1,801
,, Canada	11,376	12,456
,, Other British Possessions ..	3,929	3,187
Total to British Possessions	20,293	18,686
Total	80,461	41,286

	Value.	
	1904.	1905.
CHINAWARE, &c.—*continued*		
Jet, Rockingham, and Glazed Terra-Cotta Ware:	£	£
Total to Foreign Countries	165	142
Total to British Possessions	125	13
Total	290	155
Red Pottery, Stoneware, Brown and Yellow Ware:	£	£
Total to Foreign Countries	2,136	132
Total to British Possessions	81	10
Total	2,217	142
Other Sorts (including Electrical Ware, Door Fittings, and Chemical Ware):	£	£
Total to Foreign Countries	7,264	223
Total to British Possessions	1,382	264
Total	8,646	487

The following are the EXPORTS of GLASS (Foreign and Colonial Manufacture) to the various countries during the last three years.

	Value.		
	1903.	1904.	1905.
GLASS: Window and German Sheet, including Shades and Cylinders:	£	£	£
To Foreign Countries	2,777	2,656	2,408
To Channel Islands	1,013	1,255	673
,, Cape of Good Hope	43	222	12
,, Australia			
Queensland	1,102	342	916
Other Colonies	1,633	451	19
,, New Zealand	5,910	1,553	217
,, Canada	1,194	1,859	276
,, Other British Possessions	1,677	2,639	1,603
Total to British Possessions ..	12,572	8,321	3,716
Total	15,349	10,977	6,124
Plate:	£	£	£
To Foreign Countries	1,512	187	5,159
To British India	592	23	3
,, Australia	39	125	316
,, New Zealand	2,366	300	—
,, Canada: Atlantic	693	658	26
,, Other British Possessions ..	—	480	618	404
Total to British Possessions ..	4,170	1,724	749
Total	5,682	2,711	5,908
Flint, Plain, Cut, or Ornamented, and other Manufactures of Flint Glass:	£	£	£
To United States of America	134	36,109	91,892
,, Other Foreign Countries	1,091	839	3,081
Total to Foreign Countries ..	1,225	36,948	94,973
To Cape of Good Hope	558	294	248
,, Natal	472	367	530
,, British India	286	248	313
,, Australia	904	852	240
,, New Zealand	138	219	196
,, Canada; Atlantic	242	3,713	14,788
,, Other British Possessions	3,582	3,307	3,299
Total to British Possessions ..	6,182	9,200	19,614
Total	7,407	46,148	114,587

	Value.		
	1903.	1904.	1905.
GLASS—*continued.*			
Bottles:	£	£	£
To Denmark	1,784	3,071	2,729
,, Germany	671	1,037	546
,, Netherlands	172	113	220
,, Other Foreign Countries	509	2,277	3,337
Total to Foreign Countries ..	3,136	6,498	6,832
To Australia	940	1,579	1,676
,, New Zealand	2,225	1,795	919
,, Canada	1,612	1,411	459
,, Other British Possessions	1,141	1,647	2,341
Total to British Possessions ..	5,918	6,432	5,395
Total	9,054	12,930	12,227
Manufactures, other sorts:	£	£	£
To Germany	369	498	613
,, France	130	396	634
,, Italy	80	3	—
,, China	107	198	104
,, United States of America	60,087	37,452	8,914
Philippine Islands	—	44	115
,, Cuba	27	18	4
,, Other Foreign Countries	2,241	3,532	3,781
Total to Foreign Countries ..	63,041	42,141	14,165
To Cape of Good Hope	3,627	3,111	1,319
,, Natal	2,673	1,157	873
,, British India	1,751	1,824	1,816
,, Straits Settlements	283	373	232
,, Ceylon	236	358	469
,, Australia			
Victoria	465	569	470
New South Wales	433	803	619
Queensland	207	167	257
Other Colonies	458	628	528
,, New Zealand	831	1,267	1,034
,, British West India Islands	400	552	734
,, Other British Possessions	2,051	7,069	3,077
Total to British Possessions ..	13,415	17,878	11,428
Total	76,456	60,019	25,593

HE POTTERY AND GLASS TRADES' BENEVOLENT INSTITUTION.

THE half-yearly general meeting for the election of annuitants was held at the Holborn Viaduct Hotel, E.C., on Friday, July 20, at 7 p.m. The chair was taken by Mr. Ronald D. Doulton (Chairman of the Board of Management), and among those present were Messrs. Frederic Cox, W. Cox, F. Currie, Charles Green, J. H. Hart, C. C. lgate, A. Overton Jones, J. B. Rowley, Frank E. Spiers d S. Stanley (members of the Board), Algernon J. ickett. (Secretary), Messrs. T. H. Brock, W. Carroll, J. ark, H. E. Cooke, E. R. Edis, C. Fletcher, F. H. Ford, F. Heybourn, J. Jenkins, J. Wisdom, &c.

The Chairman announced that the meeting was called r the election of Annuitants. During the past half-year e claims upon the Institution had been more numerous an at any previous period in its history, and the Board Management regretted that the funds available only admitted of two of the five applicants being elected.

The meeting having unanimously approved the appointent of Mr. F. Currie and Mr. J. H. Hart as scrutineers, e Chairman formally declared the poll open.

The following were the candidates:—BADDELEY, ONAH, 118, Lansdowne-road, London Fields, N.E., widower, ed 72. Subscribing member for twenty years. (Nomiated by Mr. John Wisdom.) BELCHER, EDWARD, 109, ames-road, Forest Gate, E., aged 30 years. Subscribing ember for five years. (Nominated by Mr. H. Lewis oulton.) HAWKINS, LOUISA, Lancaster Avenue, Newstle, Staffs., aged 42 years, widow of the late Charles noch Hawkins. Mr. Hawkins subscribed for eleven years. Nominated by Mr. N. M. Robinson, Minton's, Ltd.) ICHARDS, ELIZABETH, 299, Goswell-road, Clerkenwell, .C., aged 26 years, widow of the late David Richards. r. Richards subscribed for two years. (Nominated by essrs. James Green and nephew.) WRIGHT, ANNE, 32, ilcott-road, Wandsworth, S.W., aged 65 years, widow of e late William Wright. Mr. Wright subscribed for seven-en years. (Nominated by Mr. Charles Fletcher.)

The poll having remained open for one hour (in accordnce with the Rules of the Institution), the chairman nounced its closure, and shortly afterwards declared the sult as follows:—

RICHARDS, MRS. ELIZABETH. 392 Votes. Elected Annuitant, £15.

BADDELEY, MR. JONAH. 366 Votes. Elected Annuitant, £25.

Votes recorded for the following unsuccessful candidates ill be carried forward in their favour at the next election. Wright, Mrs. Anne, 361 votes; Belcher, Mr. Edward, 16 votes; Hawkins, Mrs. Louisa, 215 votes. The repreentatives of the candidates having expressed their thanks r the support accorded them, and a cordial vote of thanks aving been passed to the Scrutineers and to the Chairman, e meeting terminated.

At the July meeting of the Board of Management the ecretary reported the receipt of the sum of £35 5s., eing the proceeds of a collection on behalf of the funds f the Institution made by Mr. H. Williams, of Messrs. oulton & Co., Ltd., and to which there were 270 conibutors. Much appreciation was expressed by the members at the substantial result of the collection, and a hearty ote of thanks was accorded Mr. Williams for such a triking evidence of his interest in the welfare of the Institution.

WHEN business is quiet and orders are rare,
By wise advertising make sure of your share.

Foreign Notes.

Bishop & Stonier, china and earthenware manufacturers, &c., of Hanley, have removed their New York offices from 41, Barclay-street, to 46, West Broadway.

Kaolin or china clay does not appear in the list of goods imported at Bordeaux from the United Kingdom during 1905. In 1904 the import amounted to 3,566 cwt.

The Porcelain Import of Spain for the first quarter of the present year amounted to 149,725 kilos., valued at £15,560. The figures show a marked increase as compared with those for the corresponding period of either 1904 or 1905.

The Porcelain and Earthenware exported from Japan during the first quarter of the present year was valued approximately at £158,400. The values for the first quarters of 1904 and 1905 were £66,000 and £94,200 respectively.

Earthenware, Stone and Chinaware to the value of £9,665,000 were imported into the United States during the nine months ending March 31, 1906. The figures are well above the average for the corresponding periods of recent years.

A Belated Patent.—An American journal gives a glowing description of a "new" unique and permanent bottle-stopper:—"The stopper is of ground glass, shaped like a miniature barrel, and is placed in the bottle after the body has been blown before the neck has been fused. The stoppers are ground to fit the bottles perfectly. After a bottle has been filled it is inverted and the stopper removed by pressing it back into the bottle again." An illustration is given, and it is said, "the device has been patented in Ameriea and in European countries." Our contemporary does not seem to be aware that these stoppers have been in use for many years in this country for aerated waters.

An American Opinion of London Stores.—A writer in the "Crockery and Glass Journal" of New York, says department stores "were in vogue on the other side a good while before their advent on this side of the water. On the whole, the London stores are conducted quite as well, and even better than similar establishments in the United States. From a dividend-paying basis I consider the larger English stores, most of which are limited companies, pay better than those on this side. As a matter of fact, the paying qualities of the stores on the other side are known to all, as an annual statement is always published in a trade paper. The Harrord (sic) store in London, a very large establishment, well known to all in the trade, and having a large capital, pays 20 per cent. per annum. Other stores pay from 10 to 20 per cent. The Harrord store is a most imposing structure. The first two storeys are devoted to the requirements of business, and the upper flats are confined to gentlemen's residences. They are known in London as mansions, and you can form an idea of the class of people who occupy them when I tell you they command annual rentals of from $1,375 to $3,000. The apartments are reached by five elevators, running day and night. I think the clerks employed in first-class houses are fully as well off as they are here. Many of them start business on their own account, and generally make a success of it. The lady clerks in the big stores in London are also well treated, and in most cases they board and lodge either on the premises or in quarters close at hand secured for that purpose. They have good libraries at their disposal, and the restrictions placed upon them are by no means irksome. It is also to be noted that these clerks generally remain a long time in one establishment."

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

AUGUST, with its attendant "Wakes," has come round once again, and in a few days more the factories will all be closed down for the holidays. Very soon we shall be turning our attention to the Christmas trade. Then, before we realise it, the end of the year will be upon us, and we shall begin the whole round over again. It is a good thing for all that there is such an institution as the "Wakes," for after a twelve months' activity in a great, busy, smoky district like the Potteries, the strongest constitution is all the better for a few days spent in the country or at the seaside. There is no need for careful and industrious operatives to stay at home during the Wakes any longer, for the railway companies offer them such facilities for getting to pleasant and healthful resorts that almost everyone who cares for a change of air and scene is able to indulge in it. This year we are pleased to be able to congratulate the operatives upon the conditions attending their holidays. The potting trade has been in a far more flourishing state than has been the case for a number of years, and money being consequently more plentiful amongst the operatives their opportunities for putting the holidays to the best and most enjoyable uses will be vastly increased. Even at Longton it is reported that one of the leading china factories has for some time been paying out several hundred pounds a week more in wages to its workpeople than it did at this time last year; and the china trade, it is well known, has not been the most prosperous branch of the potting industry. The "Wakes Club" is not so highly organised an institution in the Potteries as it is in the cotton manufacturing districts of Lancashire; but on a number of the leading "banks" holiday clubs do exist, and one of them, I am told, will pay out to its subscribers this year not far short of £900. This is a sure indication that trade has been better, and it will be the hope of everyone that when the operatives return there may be an abundance of orders to keep them busy right up to the end of the year.

The general condition of the trade during the past month has been satisfactory. The home trade has improved slightly, and the export trade is doing well. The popularity of semi-porcelain goods among our oversea customers is being constantly demonstrated. The sanitary trade at home is not in altogether so flourishing a condition as might be desired, but a good and steady demand from foreign and colonial sources is being experienced, which compensates in large measure for the slackness here. The American market, which had been somewhat dull recently, has lately been displaying gratifying activity, and the houses which cater for this department have been remarkably busy. The activity is shared in by the United States and Canada, as well as by the Southern Republics; and not for some considerable time have orders been coming in so well from the entire American Continent as they have done during the past few weeks. Notwithstanding the competition of Germany, and of the American potters themselves, England still appears to be keeping a large proportion of the American trade. A large section of the American public evidently prefer to pay the extra cost entailed by the tariff on English pottery, in preference to purchasing the products of their own factories. But if the manufacturers of North Staffordshire are meeting successfully the competition of the Germans in America, the same can hardly be said in Australia. A friend who is visiting the Antipodes at the present time, in a letter to hand a few days ago, tells me of his surprise to find what a hold German pottery seems to have in the Australian retail shops. English products, he states, are being beaten all along the line, and his opinions as to the urgent need of a scheme of preferential trade within the Empire have been enormously strengthened by what he has seen. If such a scheme were carried through he is convinced that the trade of North Staffordshire with the Australian colonies would increase by leaps and bounds, and he has no doubt whatever that the development of both Australia and New Zealand will in the near future be remarkably rapid. I had a chat the other day with the head of one of the leading local firms concerned in the South African trade, who, whilst giving a very poor account of the returns furnished by that market just now, also assured me of his confidence in the future development of that country. Unquestionably, Australia and South Africa will some day afford a wide field for the activity of English manufacturers, and although, at the present time, their trade with the Potteries is not extensive, it is possible that it would be a good deal greater but for German competition. It is, therefore, just as well that manufacturers like Mr. Brain, of Fenton, are going out to see the local conditions which prevail, and to make themselves acquainted with what foreign manufacturers are doing to secure a hold upon our colonial trade.

The Board of Trade returns for the first half of the year are now available, and nobody can peruse the figures, so far as they relate to British exports of china and earthenware, without genuine satisfaction. So far we have sent abroad ware to the value, roughly, of over £115,000 more than we did in the same period of last year, and £85,000 more than in the first half of the year 1904. The figures for this year are £1,114,062; last year they were £998,920, and in 1904 they were £1,028,636. Supposing that one half of the increased trade of £115,000 is represented by wages paid to operatives for making the goods, it means that the workpeople have received £57,500 more in wages for making goods for export than they did last year. The only country shown by the returns to have diminished its trade this year is South Africa, which is £6,000 down. Our exports of ware to Germany are £4,800 up, to Franco £800, to the United States £13,000, to Brazil nearly £14,000, to the Argentine £20,000, to the East Indies £8,000, to Australia £500, to New Zealand £2,500, and to Canada £20,000. An analysis of the various classes of ware included in the total of £1,114,062 exported during the six months, shows that £777,774 consisted of earthenware, semi-porcelain, majolica, and tiles; £158,075 of red pottery, stoneware and brown and yellow ware; £104,606 of electrical and chemical ware, door fittings, &c.; and £72,421 of china, porcelain, and parian.

Since my last notes were written the manufacturers and workpeople engaged in the potting industry have had the satisfaction of seeing the Workmen's Compensation Bill amended as they desired it, and in the way which was so necessary if a serious blow to the trade was to be avoided. Our readers will recollect that under the Bill as it was originally framed, all operatives who use lead in any shape or form would have been brought under the compensation provisions in respect of lead poisoning. This proposal was quite unnecessary because the risk of lead-poisoning arises in certain well-defined branches of the industry, which are already scheduled under Lord James's award. The workers thus scheduled number about 6,500, and all of them are subject to a periodical medical examination. The new Bill would also have included about 18,000 printers, transferrers, decorators, gilders, enamellers, &c., who use lead it is true, but in such quantities and under such conditions, that no case of lead poisoning has ever been known to exist among them. Nevertheless, for their own protection against cases of malingering the employers would have been compelled to adopt the same precautions as if all these 18,000 actually worked "in the lead," and the Bill would consequently have entailed the periodical medical examination of these workpeople, involving great expense and interruption of work. This was quite unnecessary and workpeople were quite at one with their masters in agreeing that the Bill must be amended. Following the great meeting at Stoke, which was fully reported in this GAZETTE last month, Mr. J. C. Wedgwood, M.P., undertook to move an amendment to the Bill, in Committee, limiting the application of this part of the measure to those already scheduled. The amendment was accordingly moved, in Mr. Wedgwood's temporary absence from the House, by Mr. Alfred Billson, the member for North West Staffordshire, and was accepted by the Government, and agreed to by the Committee, the Bill passing the Committee stage at the same sitting. The trade is to be congratulated upon this happy issue to its crusade, and thanks are due, not only to the local members of Parliament, who so readily came to the assistance of the industry in this crisis, and to Mr. Wm. Burton, Mr. Edmund Leigh, Mr. Rawdon-Smith, and Mr. Arthur Sherwin, who presented the case for the manufacturers to the Home Office; but also to Alderman Thos. Edwards and Councillor Noah Parkes, of Burslem, who represented the workpeople at the conferences held, with conspicuous fair mindedness and commonsense.

The one unpleasant feature of the district's campaign against the extension of the Compensation Bill in the manner proposed, has been the attitude of a London newspaper which sent Mr. H. W Nevinson, one of its special correspondents, down to the Potteries in search of facts to support the application of the Bill to other classes of operatives than those already scheduled under Lord James's award. Mr. Nevinson permitted his journal to publish, under his name, one of those glaring articles to which we are now growing accustomed, in which the Potteries is painted as a district of horror, ugliness, immorality, drink and crime. But there was no excuse at all for some of the things which were said, and I have good ground for asserting that Mr. Nevinson was placed in touch with some of the most humane and philanthropic employers in the industry, men who have spared no effort and no expense to abolish lead-poisoning, and produce innocuous glazes on a commercial basis; and yet, after ample conference with these authorities, Mr. Nevinson packs his article with the most pitiable and arrant

nsense about leadless glazes it is possible to pen. Everydy acquainted with the potting trade and with the history the agitation which preceded the lead-poisoning arbitration, well aware that most costly experiments by the most expert hemists were carried out in the hope of finding a practicable subitute for lead glazes. All the efforts made, and all the time and ought and money expended upon the investigation of this matter, ly serve to prove the more clearly that, so far as the general quirements of the trade are concerned, leadless glazes are a delusion d a snare. Leadless glazes have been applied with more or less ccess to hard porcelain and other limited classes of ware which rm but a trifling part of the output of the district.

Mr. Nevinson mentions that an exhibition of leadless glazed ware to be held later in the season, when, no doubt, an attempt will made to excite the sympathies of sentimental ladies in a new mpaign against the potting industry. I should like it to reach e ears of these people that, although a few plausible examples of adless-glazed ware may be placed before them, so far as the general rthenware and china trades are concerned, it is an entire fallacy suppose that marketable ware of the quality consonant with the orld-wide reputation possessed by English pottery can be proneed by such an agency. Apart from this, what is the need for adless glazes now? Since the Special Rules came into operation, ad poisoning has been enormously diminished, and all the indicaons are that the disease is being gradually stamped out. Any cases hich occur are necessarily of a comparatively mild character, for e symptoms of no case can be of more than one month's duration, asmuch as every lead worker is medically examined once a month a certifying surgeon. In a very effective rejoinder to Mr. Nevinn which Dr. Shufflebotham, of the Potteries, wrote to the paper ncerned (the principal part of which the journal did not publish), e doctor said that during the last six years he had known a number cases to be registered as lead poisoning which had no more to with lead than with hydrophobia. "I am firmly convinced," added, "that lead poisoning in the Potteries would be of very re occurrence if only all parties concerned would co-operate conscientiously carrying out the regulations now in force. As is, in a population of a quarter of a million, of whom 50,000 are ttery operatives, the cases are comparatively few, and it is most ceptional to find one of a serious nature. . . Leadless glaze ould mean ruin for the Potteries. In spite of the fierce competion with the United States and Germany the English potter has en able to command the best markets in the world because of e quality and reliability of his goods. If he were compelled to se leadless glaze, ruin would overtake him and his workpeople, and stead of a few isolated cases of lead poisoning there would be widespread poverty and distress, with all their attendant evils." The st paragraph crystallises the sentiments of those engaged in the dustry, and who may be supposed to know the facts of the case etter than a correspondent who writes from the knowledge, or ther the ignorance, he has acquired by a stay in the district of only few hours. As to the journal's general attack upon the social and oral characteristics of North Staffordshire, one need say no more an that it is a gross misrepresentation of the facts.

Since writing the above I have had brought under my notice a riking example of the manner in which the potting industry is rejudiced by these ignorant statements concerning leadless glazes, nd of the eagerness with which certain well-meaning people seize pon them to push their favourite hobby. The following letter ppeared in a Liverpool contemporary a few days ago :—"Sir,—A eneral belief that lead poisoning is an extinct disease in the Potries appears to be current at the present time. This belief is, nfortunately, not supported by facts. Despite regulation, despite ndeavour on the part of employers to safeguard their work-people gainst risks, the cases of lead poisoning among pottery workers corded in the latest annual report of the chief inspector of facories and workshops reached a total of 106. Precautionary rules nnot, as these figures show, be trusted to stamp out plumbism ltogether. It is consequently of great importance that there ould be an increased demand for china and earthenware finished ith a leadless glaze. Ware of every description, from beautiful ecorative vases down to plain kitchen utensils, may now be had so nished. We venture to appeal to your readers to bear their part creating the demand alluded to, and thus to help in freeing an dustry absolutely necessary to civilised life from one of the most rious among 'diseases of occupation.' The Research Committee, .S.U., has just issued a list of china dealers in London, Liverpool, c., who stock this ware. Copies of the list may be obtained from liss Beaumont, London C.S.U. office, 102, Adelaide-road, London, .W., or from the undersigned." This artless communication is igned by J. A. Kempthorne, chairman of the Liverpool Branch .S.U., and H. H. Matthew, secretary, 7, Edge-grove, Fairfield. he "C.S.U.," I presume is the Christian Social Union, which has een active recently in disseminating "literature" which misepresents the facts as to the lead processes in the potting trade. t is time that some responsible organisation connected with the Potteries, say the Joint Committee of Manufacturers, together with the Longton China Makers' Association and the Chamber of Commerce, took the C.S.U. in hand, and let the public who buy china and earthenware into the true facts of the case.

The election of two annuitants to the Pottery and Glass Trades Benevolent Institution, on July 20, was followed here with a great deal of interest. Everybody who is acquainted with the society must feel that it deserves a far greater measure of support from this district than it receives. Last year £415 was paid out in annuities and relief, and of a total sum of £5,552 disbursed since the foundation of the institution, nearly a third has been paid to annuitants connected with the Potteries. The fact that there were five candidates for two vacant positions a fortnight ago, and the knowledge that deserving applicants have to be kept waiting owing to lack of funds, ought to appeal to the sympathy and support of those—and they are many—who are in a position to give financial assistance, but have not hitherto done so. An annual payment of from half a guinea to 18s. 6d., according to age at time of joining, entitles a member in case of necessity to an annuity of £25, and the widow of a member to an annuity of £15, in addition to which temporary assistance is granted to members who happen upon evil times through loss of employment, ill health, accident, or other unavoidable cause. Thirty-six pensioners have been elected since the society was founded, of whom twenty-three still remain on the funds. The institution can scarcely hope to ever attain such proportions as the big charities associated with great trades like the textile trade, but there is room for a great expansion of its operations and usefulness, and it can be heartily recommended to the sympathetic consideration of everybody connected with the pottery and glass trades. The local hon. sec. in the Potteries is Mr. Wm. Smith, of 36, Glebe-street, Stoke.

On July 11 the great vacant space of land in the centre of Hanley, formerly occupied by Messrs. Dimmock's Albion Pottery, was offered for sale by public auction, when it was intimated that negotiations were at the present time pending for the sale of the whole property in one lot by private treaty. Bidding was consequently not asked for the land, in lots, or at a rate per yard, but a bid was invited for the whole, and, as none was forthcoming, the property was immediately withdrawn. As the result of inquiries made I learn that it is highly improbable that the land will be utilised for the purposes of another factory. In all probability it will be turned into streets of shops, with, possibly, one or two arcades. A portion of the land, as many readers will know, was purchased some time ago by the Town Council for street improvements. The Council have now received a letter from the Duchy of Lancaster Office stating that the removal of the earthenware factory buildings without the consent of the Lord of the Manor is an act of waste involving forfeiture of the copyhold—the property is copyhold of his Majesty's Manor of Newcastle-under-Lyme. The Duchy is responsible for so much annoyance and expense to the manufacturers and traders of the district through subsidences caused by mining operations that it might well spare us such communications as this.

The Pottery towns were well represented at the Canal Conference, held under the presidency of the Lord Mayor of Birmingham, on July 5, at the Council House, Birmingham. The North Staffordshire Chamber of Commerce sent a delegation, and the borough councils of Hanley, Burslem, and Stoke sent representatives, in addition to the Staffordshire County Council. The object of the conference was "to discuss the question of the improvement and development of the canals and inland waterways, now occupying the attention of a Royal Commission." A resolution was submitted in favour of a complete system of through communication by water between centres of commercial, industrial, and agricultural importance, and between such centres and the sea, such system to be acquired and controlled by the Government or by a public trust, the Government to guarantee the interest and sinking fund on capital expenditure. The proceedings were somewhat brief, but their tone was very earnest, and much good is likely to result. The scheme for the extension of the River Weaver to the Potteries and thence to Birmingham is again being talked about as a result of the resolution which was passed, and something more may be heard of this proposal when the evidence relating to the potting trade, which Messrs. J. S. Goddard, A. Sherwin, E. V. Greatbatch, H. Boddington, Percy Shelley, and C. W. Shirley are formulating, comes to be laid before the Royal Commission. The evidence, it is understood, will support the necessity of improved waterways capable of carrying a standard size boat of from 60 to 80 tons, such waterways to be controlled by a central trust.

As we forecasted last month, Mr. J. Cecil Wedgwood was duly elected president of the North Staffordshire Chamber of Commerce at the annual meeting in succession to Mr. J. S. Goddard (Messrs. Ashworth Bros.) He was also appointed to represent the Chamber on the Birmingham Chamber of Commerce. Mr. Wedgwood promises to make an admirable president. In taking the presiden-

tial chair he follows in the footsteps of his late father, Mr. Godfrey Wedgwood, who was an esteemed member of the Chamber for a great number of years, and was one of its most successful chairmen. Mr. Goddard, whom Mr. Wedgwood succeeds, had done admirable service to the trade of the district since his first election to the presidential office some years ago. His work for the Chamber worthily entitled him to the hearty vote of thanks which he received. An important step which was taken by the Chamber at the bi-monthly meeting of the Chamber must be referred to. It was decided to form a Central Information Bureau, and Mr. Robert Jamieson, of the Longton Porcelain Co., Ltd., was appointed assistant secretary. It was arranged that Mr. Jamieson should provide an office with telephone at some central point in the vicinity of Stoke Station, and that he should be present at the office during a certain portion of each day. In his official capacity he is to keep himself *au courant* with matters which may benefit manufacturers and the Chamber, paying special attention to trade reports, &c., &c.

Next door to the Gordon Hotel, at Stoke, Mr. Bernard Moore has opened an exhibition of his remarkablo and beautiful rouge flambé and sang-de-bœuf ware, which, during the past month has been visited by numerous persons anxious to make the acquaintance of these unique and mysterious products of the potter's art. The manufacture of the ware is being conducted in adjoining premises, so that, although many specimens have already been purchased, they are constantly being replaced by other pieces. The collection includes samples of lustre and crystalline jade ware, as well as flambé, and in addition there are examples from Mr. Moore's own collection of the original Chinese ware, which he now reproduces so successfully. Mr. W. Burton asserts that the glazes now produced by Mr. Moore are as perfect, their tones as varied, and, in some cases, their colours more brilliant than any that have come from China; but, owing to the difficulties of manufacture, the pieces can never be produced wholesale, and "from the nature of the process every piece is practically an individual specimen, bearing on it the mark of the master, and worthy, therefore, of its place in the finest collections of ancient and modern pottery." Mr. Bernard Moore has an established reputation as a ceramic chemist and expert, and in his new venture at Stoke he carries with him the best wishes of a multitude of friends.

Four or five months ago we were able to state in the POTTERY GAZETTE that it would be found impossible to accept the Duke of Sutherland's offer of Trentham Hall for a potting and technical college owing to numerous difficulties in the way. The statement was denied at the time by the County authorities, but it has proved to be absolutely true. When it was found impossible to adapt the Hall to the purposes of a potting school, an attempt was made to induce his Grace to allow the Hall to be used as a training college, but the Duke will not consent to any such course, and his latest idea seems to be to convert it into an Art Museum. Meanwhile the work of establishing the Potting and Mining School has been placed in the hands of the County Council, which would appear to be moving somewhat slowly.

An event in which considerable local interest was taken last month, was the first International Congress of Pottery Operatives at Limoges, held on July 15 and 16. Mr. S. Clowes, President of the Potters' Union and Treasurer of the N. S Trades and Labour Council, attended as the English delegate, and representatives of Germany, Austria, Hungary, Italy, and Denmark were also present. The object of the Congress is to organise pottery workers throughout the world, to improve their conditions of labour, to afford mutual moral and financial help in strikes and lockouts, &c. The conditions prevailing in the English potting industry, and the wages paid, are already so far in advance of Continental conditions and wages, that any "levelling up" which takes place as the result of the deliberations of the Congress must, so far as can be seen at present, affect foreign employers only, and will consequently operate to the advantage of English manufacturers, who now suffer by reason of the lower rates at which labour is paid abroad, and the consequently lower price of tho finished article.

The wedding took place on July 11, at St. Gregory's Church, Longton, of Mr. John Edmund Tams, eldest son of Mr. John Tams (of The Hayes, Stone, and the Crown Pottery, Longton) and Miss Marian Bennion, eldest daughter of Mr. P. H. Bennion, of Longton. The Very Rev. Dean Stringfellow officiated at the ceremony, which was followed by the Nuptial Mass, at which the celebrant was the Rev. Henry McDonnell, the deacon, the Rev. Leonard Emery, and tho sub-deacon, Dean Stringfellow. At the close of the service it was announced that a special cablegram had been received from Rome conferring the special blessing of the Pope upon the bride and bridegroom, who, in the course of the afternoon, left to spend the honeymoon in Scotland. In celebration of the wedding, the employees of the Crown Pottery had an enjoyable excursion to Rudyard on the day of the wedding.

The pottery manufacturers of Longton met the members of the Town Council in an enjoyable bowling match at Longton Park on July 9. The event was attended by ideal weather conditions, and a large crowd of spectators witnessed the game. Mr. Harry Aynsley captained the manufacturers, who were represented by Messrs. T. Poole, J. Bates, H. Forester, W. Hines, J. Ratcliffe, J. Shore, W. Illingworth, J. Goodwin, J. Norbury, H. Warrilow, D. Tilston, F. E. Woolridge, and S. Brough. The Mayor, Mr. A. B. Jones, captained the Council team, which also included a number of manufacturers. The Mayor and Ald. Williamson played a plucky game against Mr. Hy. Aynsley, and J. Bates, but were beaten by three points. In the subsequent tourneys, however, the councillors more than held their own, and finally the manufacturers were beaten by 23 points. The proceeds of the match were devoted to the local Hospital Saturday Fund.

The late Mr. Wm. Thos. Till, of Porthill, who died on March 28, aged 71, left property valued at £16,376.—Mr. Geo. Elliott Meakin (J. & G. Meakin, Ltd. (Hanley) has presented to the Staffordshire Agricultural Society a handsome silver challenge cup to be awarded to the competitor at the Staffordshire County Show, who exhibits the best group of cattle, comprising one male and three females, the property of a tenant farmer residing in the County of Stafford. Mr. Meakin was president of the society two years ago, when the annual show was held in Hanley, and he takes the keenest interest in agricultural affairs in the Midland counties.—Mr. John Aynsley, J.P., the veteran china manufacturer of Longton, has sent a cheque for £250 to the Chairman of the Longton Cottage Hospital to be devoted towards the cost of building a new operating theatre in connection with that institution. Mr. Aynsley, whilst Mayor of Longton, was largely responsible for the collection of the funds from which the Hospital was built, and his ceaseless efforts in the cause of the sick and the suffering will never be forgotten by his fellow townsmen.—Mr. H. Coghill Watson Bishop, second son of Mr. J. W. Bishop (Bishop & Stonier, Hanley), who has just completed a three years' course of mechanical engineering at the Victoria University, Manchester, has obtained a first in Honours, and the Fairbairn Prize, and has also been awarded a £50 scholarship in connection with his degree examination. Mr. Bishop took his degree of B.Sc. on Saturday, June 30.—Mr. Thomas Taylor, J.P. (Taylor & Tunnicliffe, Hanley), has given his usual annual treat to a couple of hundred of the poorest children in Hanley. The youngsters are every year taken for a long day's holiday into the country entirely at Mr. Taylor's expense.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

IT is satisfactory to be able to note that the improvement in the stoneware section of the industry in Scotland is still maintained, so far as the preserve jars and the bottles are concerned. The improvement is not limited to the freer booking of orders, but includes also some little improvement in the prices obtained. The Rockingham trade, however, still remains in a very unorganised state, and on that account it suffers from a variety of points of view. The present is not an opportune time for the readjustment of trade disabilities of that kind, a large proportion of the principals concerned being absent on holiday; but it is understood, nevertheless, that some informal approaches have been made in the direction of a rearrangement of the Rockingham confusion and consequent waste, and that these possibly may show substantial results within the next two or three months.

Prospects as regards autumn and winter demands for goods within the pottery and glass industries are, on the whole, encouraging. The cereal crops promise well up to the present and reports concerning the herring harvest from the various fishing centres are, on the whole, favourable, though Shetland furnishes rather a disastrous exception. The herring fishing to the west and to the north of the group has failed, as the fish are said to be scared away by the whaling operations. The takes have been fair to middling for the Lerwick boats, and others on the east and to the south.

Strikes always operate adversely on trade, and during the month the linen workers of Brechin were thus some

ime off work, but have now resumed. In the mining districts there has also been some stoppage, but no general or protracted strike is at all likely. These are the quietest weeks of the year for the retail houses of the cities and towns, and for them quietness will be the rule until well into September, when they will be enlivened by the calls of travellers after winter orders, and possibly by the advent of some novelties in designs of which of late there has been very little show. The retailers of the coast and other health resorts began their season better than had been expected, very fine weather having come in quickly after a very indifferent spell of weather, and brought the summer migration into full swing at once. This has, however, not been well maintained, July having been spoilt by heavy rains, high winds, and low temperatures, which made many families return home prematurely. Still, there is time for retrieval, and, with a good August and September, the season's returns may yet show fairly up to the average.

In Glasgow and its vicinity all the pottery and glass works have been closed during part of July, the occasion being the "Fair." Most of the pottery and glass workers have been away on holiday, and production accordingly ceased for a period varying from one to three weeks; in almost every case the works have come in for the annual cleaning up of premises and repairs to plant. These are often rather badly needed, and the "Fair" interruption furnishes timely opportunity. It is to be noted, however, and it is a good sign, that the works of our industries this year resume production after rather a briefer interval than has been common of late, owing, no doubt, to the partial improvement referred to at the beginning of this report.

Two deaths of some note have taken place within these past few weeks, and our pottery industries thereby suffer acknowledged loss. The first in order was that of Mr. Robert Heron, the senior partner of Heron & Sons, potters, Kirkealdy, a gentleman well known over the country. The other, of date July 22, was that of Mr. William Burns, manager for Messrs. Henry Kennedy & Sons, Barrowfield Potteries, Glasgow. The deceased was for thirty-eight years in the service of the same firm.

The Gazette.

Dissolution of Partnerships.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

DARLEY, JENNINGS & Co. (Chas. Darley and Joseph Samuel Jennings), 39, Milton-street, Saltburn-by-the-Sea, glass and china merchants, &c. June 25. Debts by C. Darley. (June 29.)

ELLIS F. & S. (Francis Ellis and Sydney Ellis), 106, Fenchurch-street, E.C., and 30, Hop-exchange, wholesale glass merchants. August 30, 1905. Debts by F. Ellis. (July 20.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

CHAPMAN & SONS, Stoke-on-Trent, LTD. Meeting, C. E. Bullock's, 17, Albion-street, Hanley, liquidator, August 3 at 10, for the accounts of the winding up.

NORTHERN GLASS AND CHINA CO., LTD. Resolved July 4:—That the company be wound up. Percy Mason, 64, Gresham-street, E.C., liquidator.

Notices of Dividends.

HARRIS ARTHUR J., 60, Cotham-hill, and 31, Regent-street, Clifton, Bristol, china dealer. Second and final, of 1s. 5⅛d., at E. T. Collins & Sons', 28, Baldwin-street, Bristol, C.A.

HARTWELL WALTER, 49, Worcester-street, Kidderminster, china dealer. First and final, of 1s. 11½d., at O.R.'s, Dudley.

SIMPSON ROBERT and CATHERINE SIMPSON, sometime trading as C. Beynon and as C. Simpson, 67 and 126, High-street, Swansea, china dealers. First and final, of 1s. 3d., at 31, Alexandra-road, Swansea.

Notice of Intended Dividend.

ALLTREE THOMAS R., Queen-street, Bridlington, glass dealer. Claims to D. S. Mackay, Scarborough, O.R.

Notice Under Assignment, &c.

TOMKINS LAVINIA, Embden-street, Hulme, Manchester, china dealer. Claims to J. H. Stagg (Stagg & Farrant), 6, Booth-street, Manchester, C.A.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. *P. G.*)

GOODWIN WM. JOHN, 97, Ramsden-road, and ERNEST EDWARD SAUNDERS, 110, Ramsden-road, Balham, clerk, late trading as Goodwin & Saunders, 20, Holbein-place, Sloane-square, glass and china merchants. Comp. of 5s. in the £, payable forthwith. Dated, July 11. Filed, July 18. Liabilities unsecured, £287 8s. 6d. The following are creditors:—E. W. Saunders, London, £200; Cama, Moola & Co., London, £12; De Grella, Houdret & Co., London, £15; Stevens & Williams, Stourbridge, £29.

JONES JAMES, 210, Great Homer-street, Liverpool, glass and china dealer. Dated, July 11. Filed, July 13. Liabilities unsecured, £350 17s. 4d. Property, after deducting secured claims, £127 17s. 6d. Tr., Arthur Thraves, 67, Stanley-street, Liverpool, C.A. The following are creditors:—S. Dornberger & Co., London, £43; Jules Lang & Co., London, £64; London and Provincial Loan Co., Bootle, £15; Cochran & Fleming, Glasgow, £14; Lloyd, Goslyn & Co., Liverpool, £45; J. Riley & Co., Liverpool, £10; T. Shufflebottom, Liverpool, £26; — Taylor, Liverpool, £30; W. Scott, Liverpool, £10; J. W. Beswick, Longton, £16; H. J. Colclough, Longton, £10; Bufield & Co., Prestonpans, £11; secured creditors, £31 12s.

MOORES WM. RICHARD, trading as Moores de Saulles & Co., 66, Basinghall-street, E.C., and 143, Kingsland-road, Shoreditch, and residing at 99, Benthal-road, Stoke Newington, glass merchant. Trustees, Alan C. Vincent, 34 & 36, Gresham-street, E.C., I. A., and another. Secured creditors, £2,226 6s. 4d. Dated, July 16. Filed, July 20. Liabilities unsecured, £10,180 15s. 6d. Property, after deducting secured claims, £6,116 14s. 8d. A meeting of the English creditors was held on Monday, July 9, at the offices of Messrs. A. Wright & Co., accountants, 34 and 36, Gresham-street, E.C. On the 5th ult. a meeting of the Continental creditors was held at the Grand Hotel, Siebertz, Charleroi. At the meeting on the 9th ult. a statement of affairs was presented showing liabilities, £10,180 15s. 6d., of which £1,969 5s. 10d. is claimed by cash creditors, against net assets, after allowing £399 12s. 5d. for preferential claims, amounting to £6,116 14s. 8d., or a deficiency of £4,064 0s. 10d., the estate showing a dividend of 12s. in the £, subject to realisation. A deficiency account and a trading account were also submitted. The former fully explained the deficiency shown, while the latter disclosed the net loss for the period January 1 to June 25, 1906, was £1,039 3s. 9d. Mr. A. E. Clarke Vincent reported that Mr. William Richard Moores commenced business on his own account in 1894 near Stourbridge in the glass bevelling trade at the works at Wordsley. It is stated by both Messrs. Moores and de Saulles that Mr. Moores is the sole proprietor of the business, and the explanation of the circumstance of Mr. de Saulles' name appearing as an integral portion of the firm's title is that his name and experience were well known in the trade generally. The London business was opened as a branch office in February, 1903, under the management of Mr. de Saulles, and was made the centre of operations in September, 1904, when the Stourbridge business was given up. These freehold works, together with plant and machinery, were still the property of the debtor, and had been scheduled in the statement of accounts at £900. Owing to lack of time, this property had not been surveyed, but the value stated was considered to be fair. On giving up the business hitherto carried on by the debtor at these works, a portion of the stock was sold to three persons, at that time in his employ, and who now traded as the Wordsley Glass Company, Mr. Moores accepting them as tenants of his property, together with the use of his plant and machinery, for the sum of £50 per annum. The debtor stated that he had no interest in the business now carried on at the works other than as landlord, and had not received, nor was entitled to receive, any portion of the profits, nor bear any loss arising therefrom. The debtor had no expectations or reversionary interests under wills or settlements. According to the books of account submitted, there was apparently a surplus of £1,940 1s. 1d. at January 1, 1904;

but no provision had been made for the inclusion of loans. The debtor ascribed his suspension to the great loss occasioned by defective stock and consequent rejections. Under an informal arrangement of April 28 last, Belgian creditors deferred the acceptances in circulation for two months, but one creditor had received the proceeds of two deferred bills of exchange amounting to £134 19s. 6d. There was a further possible asset estimated of £1,519 6s. 8d., being the approximate claim to be made against L'Idéal des Magasiniers Verriers Belges on account of rejected photo glass. This claim was to be adjudicated upon by a committee. Mr. Vincent further explained that at the meeting at Charleroi creditors for about £7,700 agreed to a winding up of the estate under a deed of assignment with himself (Mr. Vincent) and Mr. I. J. Abrahams (E. Regniers & Co.) as joint trustees with a committee of the three largest creditors. The English creditors now decided to confirm this arrangement subject to a representative of the English firms interested being added to the committee. The following are creditors:—E. Regniers & Co., £1,310; Verreries Belges (Société Anonyme), £1,225; Van Zanten & Co., £1,053; Rosseaux Max, £1,023; Société Anonyme des Verreries de Binehe, £637; Jos. Francq H. Bivort & Co., £443; Roehez Vander Elst, £395; Léon Mondron, £371; Verreries de L'Ancres Réunies, £357; L. Le Personne & Co., £337; Charlot Aehille, £244; Soeiété Anonyme de Verreries de Courcelles, £229; Soeiété Anonyme de Verreries de Mariemont, £172; L'Idéal des Magasiniers Verreries Belges, £142; Rheinesehe Spigelglasfabrik, £119; Société Anonyme des Verreries and Manufactures de Glaces d'Amiche, £37; Compagnie des Glaces et Verres Spéeiaux de France, £22; Gebräder Futter, £16. Cash creditors: Mrs. Moores (deceased), £595; Mrs. Anne Burman, £315; H. T. Moores, £293; Burman & Sons, Ltd., £512; Miss Jane Pardoe (deceased), £253.

Shorthouse Margaret J., glass, ehina, and earthenware merchant, 88, Plassey-street, Penarth. The following are ereditors:—A. C. Braund, London, £19; Cresswell Bros. & Selmitz, London, £14; C. & R. Light, Ltd., London, £16; Lang & Co., London, £19; Oppenheimer & Sulzbacker, London, £24; C. Riedel & Co., Altenbury, £21; Bullpit & Sons, Birmingham, £36; Fancy Tin Toy Co., Birmingham, £12; Japa Blinds, Ltd., Birmingham, £11; J. Woodhead, Bradford, £10; H. Hateher, Bristol, £11; A. M. Allan & Co., Glasgow, £19; Maefarlane Bros., Glasgow, £57; L. Laterve, Gosselies, £20; Bigby & Stevenson, Hanley, £13; New Hall Pottery & Co., Ltd., Hanley, £12; Crew & Co., Leeds, £20; Guest & Dewsbury, Llanelly, £11; J. W. Beswick, Longton, £14; Cartwright & Edwards, Longton, £24; J. Boyd & Co., Manehester, £48; McLardy & Co., Manehester, £27; D. Lockhard & Sons, Pollockshaws, £22; W. J. Turney & Co., Ltd., Stourbridge, £11; G. Hill, Stourbridge, £15; J. Phillips & Co., Stourbridge, £10; Felix Bros., Tamise, £15; Preece, Clews & Co., Ltd., Tunstall, £10; Crosfield and Sons, Ltd., Warrington, £10.

Turner Wm. Henry, 76, Midland-road, Bedford, china merehant. Comp. of 10s. in the £, by three equal nstalments, the first on Oet. 1, 1906, and the remaining two payments at intervals of three months from date hereof; the last instalment secured by a surety. Dated, July 10. Filed, July 16. Liabilities unseeured, £404 9s. 2d. Property, after deducting secured claims, £173 3s. 3d. Tho following are creditors:—Moser Bros., London, £10; Alfred Allen (Trustees of, c.o., &e.), Bedford, £107; Gibson & Sons, Burslem, £80; Tlll & Sons, Burslem, £10; J. Harley, Fenton, £44; Adderley, Ltd., Longton, £225; Cartwright & Edwards, Longton, £102; Weld Bros., Longton, £30; Stubbs Bros. & Chew, Longton, £45; T. Poole, Longton, £13; Salt & Nickson, Longton, £10; Grimwades, Ltd., Stoke-on-Trent, £28; R. Richardson & Sons, Stourbridge, £11; secured creditors, £1,350.

Bankruptcy Proceedings.

Burrows Thomas, Rose Mount, Beech Range, Levenshulme, and 28, Oldham-road, Manchester, glass and china merchant. R.O., July 16. Adj., July 16.

Gee Thomas, 361, Coventry-road, Birmingham, china, earthenware, and glass dealer. R.O., July 12. Adj., July 12. The following are creditors:—Marshall Franz & Co., London, £34; Mrs. Gee, Birmingham, £100; F. Charie, Birmingham, £65; H. Bradsworth, Birmingham, £12; Brown & Steventon, Burslem, £14; A. G. Jones Harley, Fenton, £17; Rubian Art Pottery Co., Fonton, £18; Shore, Coggins & Holt, Longton, £31; T. Lawrence, Longton, £13; Harrison & Son, Longton, £36; S. Fielding & Co., Stoke, £48; M. Turnbull, Sunderland, £14; Rathbone & Co., Tunstall, £33; rates, £11.

Moss Joseph (deseribed in R.O. and trading as J. Moss & Co.), 20, Camomile-street, E.C., Japan merchant. Adj., July 4.

Private Meeting.

Fitch Arthur Wellington and Fitch Charles (trading as Brister & Fitch), South African Merchants, 23, Moorfields, E.C. A meeting of the creditors of the above was held on Tuesday, July 3, at the Guildhall Tavern, Gresham-street, E.C., when a statement of affairs prepared by Messrs. Josolyne, Miles & Blow, C.A., 28, King-street, Cheapside, E.C., was submitted, showing liabilities to sundry and trade creditors amounting to £5,501 6s. 4d. Messrs. Peyeke & Son, of Hamburg, are creditors for £134 9s. 10d., but they hold as seeurity stock valued at £52 10s. 3d., leaving £81 19s. 7d. to rank. The liabilities in respect of bills receivable discounted amount to £1,672 13s. 10d., but they are not expected to rank for dividend. The liabilities total £5,583 5s. 11d., against whieh there are assets consisting of stock-in-trade at cost, £36 4s. 2d.; and in transit, £77 3s. 11d.; book debts, good, estimated to produee £40 7s. 2d.; cash at bank and in hand, £49 0s. 10d.; fixtures, fittings, and office furniture, £87 12s. The lease of ground floor and basement at 23, Moorfields, E.C., five or twelve years unexpired, at an annual rental of £500, is stated in the statement of affairs as of no value. The assets in the separate estate of Mr. A. W. Fitch consist of household furniture, £140; sundry shares, estimated at £126; and life interest in ground rents at Stockwell, estimated value of which is £1,000, less £676 10s. charge thereon and interest, leaving £323 10s., and making his total assets £589 10s. In the separate estate of Mr. Charles Fitch the assets are stated at £590, and they comprise sundry shares estimated at £100; policy on own life for £400; and bonus in National Provident Institution upon which five annual premiums of £18 13s. each have been paid, and this is estimated at £40; reversion of $\frac{1}{5}$ share of about £7,831, payable on death of the last of two persons both aged 67, estimated at £450. The joint assets therefore total £1,469 18s. 1d., from which £75 has to be deducted for preference claims, leaving net assets £1,394 18s. 1d. At the meeting the chairman referred to the regrettable position shown by the statement presented, expressing at the same time how sorry he felt that a firm who had been engaged in the South African markets for over thirty years, and whose principal partner was nearly seventy years of age, should find themselves in the position they did. The chairman went on to say that a meeting of the fivo largest creditors was held on June 28 last with a view to determining how matters might be arranged, and it was then felt that the general body of creditors should be called together at the earliest possible moment. At that private conference an offer had been made by the debtors of 3s. 6d. in the £, payable in cash within seven days, but he (the chairman) had endeavoured to persuade the firm to increase their offer to some extent. They had eventually responded by agreeing to increase their offer to one of 4s. in the £, and this offer was, he understood, made, and would be paid cash down. The chairman added that he had gone into the books of the firm very carefully, and it would appear that the drawings had been very moderate. The present position was attributed to shrinkage in trade, and they all knew what the South African market had been since the reeent war. There was one question which he might allude to in passing, and that was in regard to the firm of Brister & Co. in South Africa. Some creditors had held the opinion, or, he might say, believed that they were trusting that firm and not the debtors. This, however, was not the case, as he had indisputable evidence that a dissolution of partnership was duly gazetted in 1884, when Mr. James Brister retired, and Mr. Fitch, sen., had sent to all his creditors a circular notifying the dissolution on September 1, 1884. Mr. Blow explained in detail the statement of affairs mentioned above. He stated that Mr. Fitch, sen., commenced business in 1874 in partnership with Mr. James Brister, a South African shipper. The capital introduced by Mr. Fitch was £1,250. In 1884 that partnership was dissolved, as already stated, and Mr. Fitch, sen., was joined by Mr. Charles Fitch, his son. The books had been properly kept, and they showed that in the year 1904 a net profit was made of £526, and 1905 of £545. Details were given of the deficiency account and how the present deficiency was made up, after which Mr. Blow proceeded to say that the business appeared to have experienced ups and downs, but it had undoubtedly suffered recently by reason of the state of things in South Africa. Mr. Fiteh, sen., he thought, had been unduly sanguine about certain of his assets, and had in particular expressed surprise at the value placed upon his life interest, referred to in the statement of affairs. Mr. Hare, the solicitor, representing debtors, addressed the meeting at eonsiderable length, saying that it was a matter of the greatest possible concern to Mr. Fiteh, after thirty-three years' hard work, that he should be placed in the position in which he found himself to day, this being the first time in his long life when misfortune had ever overtaken him and causod him to consult his creditors. He thought the creditors would agree, nevertheless, that the present position had been brought about by circumstances entirely beyond Mr. Fitch's control. After referring at some length to the valuation of the assets, Mr. Hare said that, as already explained, there was an offer of 4s. in the £ before the creditors, and he trusted that this might be accepted, as it was with the greatest reluctance that the friends could be prevailed upon to find the neeessary funds for the offer. After some further discussion it was resolved to accept 4s. in the £, to be paid in cash within fourteen days. The following are creditors:—H. & A. Alexander & Co., Ltd., Rutherglen, £114 1s. 1d.; E. Atkins, London, £159 1s. 6d.; Anstey & Wilson, Birmingham, £12 19s. 3d.; Brister & Co., Port Elizabeth, £520; Barry, Ostlere & Shepherd, Ltd., Kirkcaldy, £252 10s. 5d.; Burgess & Leigh, Burslem, £77 9s. 8d.; Barlow & Jones, Ltd., Manchester, £32 10s. 1d.;

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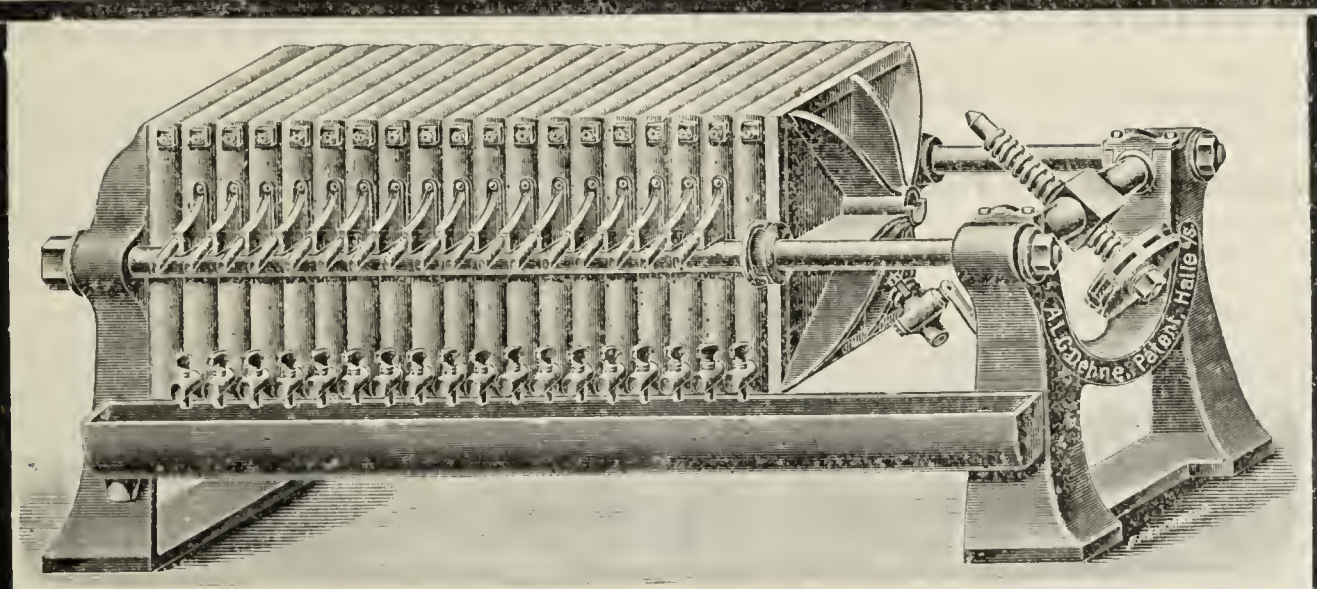
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New British Patents.

The following list has been compiled expressly for "THE POTTERY GAZETTE" by Messrs. G. F. REDFERN & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

BISCUIT BOXES, No. 15,164.—A. E. Spurrier. Improvements in biscuit boxes, butter dishes, and the like. July 4, 1906.

BOTTLE MOULDS, No. 13,458.—T. C. Duffield. Improvements in bottle moulds. (Date applied for under Patents Act 1901, July 1 1905).

FURNACES FOR GLASS, No. 13,984.—D. Moore. Improvements in furnaces for glass manufacture and for like purposes. June 18, 1906.

GLASS FURNACE, No. 15,292.—J. A. Chambers. Improved combined glass tank and pot furnace. July 5, 1906.

GLASS BLOWING, No. 15,299.—A. Schiller. Improvements in or relating to glass-blowing apparatus. (Date applied for under Patents Act, 1901, August 30, 1905.)

GLASS GLOBES, No. 14,143.—G. Helps. Improvements in glass globes. June 20, 1906.

INKSTANDS, No. 14,763.—J. G. Sieveking. Improvements in and connected with inkstands. June 28, 1906.

JUGS, No. 14,452.—E. Cotton and W. H. Lockitt. Construction of jugs and like vessels and detachable covers or lids therefor. June 25, 1956.

KILNS, No. 13,472.—A. Meakin, Ltd., and Willie Jackson. Improvements in or connected with kilns for firing or drying ceramic and similar wares, June 12, 1906.

KILNS, No. 14,256.—R. H. Rainford. Improvements in kilns or ovens for pottery and like ware. June 21, 1906.

ORNAMENTAL GLASS SURFACES, No. 14,969.—W. Garrett and A. J. Davis. Improvements in the construction of ornamental glass surfaces for table tops, splashers, and the like. July 2, 1906.

SILICA WARE, No. 14,674.—J. F. Bottomley and A. Paget. Improvements in the manufacture of fused silica ware. June 27 1906.

SPITTOONS, No. 13,852.—H. F. Brück. Improvements in spittoons. June 16, 1906.

SUPPORTING APPLIANCES, No. 14,195.—T. Arrowsmith, H. T. Arrowsmith, and J. Arrowsmith. Novel or improved appliances for use in supporting earthenware articles in kiln and saggers. June 21, 1906.

TEAPOTS, No. 14,415.—C. H. Hitchen. Improvements in teapots and the like vessels. June 23, 1906.

TOOLS, No. 15,264.—C. D. Burton, A. Bell, and S. B. Bagley. Improvements in glass-bottle making tools. July 5, 1906.

Specifications Published.

1905.

8,440A—Adams & Cannon. Construction of kilns (Date applied for under Rule 5, Patents Rules, 1905, October 12, 1905)

22,335—Bunday Process for producing marbled effects on glass, poreclain, and like surfaces.

15,767.—Howorth (G. Helbing & Co.). Combined washing sink and draining table.

1906.

240.—Nauert. Saucers.

7,883.—Ketelsen. Manufacture of drain pipes.

3,477.—Bösken.—Method of producing imitation marble on finished objects made from plastic materials.

4,165—Kennard. Bed pans or slippers.

4,615.—Salles. Decanting stoppers for bottles.

4,778.—Rusbridge. Chimney pot.

5,040.—Dixon & Marsh. Method of severing molten or plastic glass and apparatus therefor.

575.—Quittner. Ink bottles.

8,888.—Marks (Theisen & Cie). Method of obtaining moire effects on glass.

Designs.

479,493.—Walshaw & Edwards, Bath-street, Hanley.
479,684.—F. J. Tiffin, 3, Great Winchester-street, E.C.
479,730.—W. Blenko, 92, Fore-street, Edmonton.
479,910.—E. L. Berry, Harrison & Co., Whitcombe-street, London.
479,911–12.—J. & G. Meakin, Ltd., Eagle Pottery, Hanley.
479,977.—T. Morris, Ltd., Regent Works, Longton, Staffs.
480,078.—G. W. J. Walker and H. J. W. Martin, Mill Hill, Middlesex.
480,105–6.—Ingram & Kemp, Ltd., Newtown Row, Birmingham.
480,107–8.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
480,179–80.—I. & M. P. Bell & Co., Ltd., Stafford-street, Glasgow.
479,434.—Jandus Arc Lamp and Electric Co., Ltd., Holloway, N.W.
479,813.—R. Bowen, Park View, Marle Hill, Cheltenham.
480,007–9.—Henry Richard Tile Co., Pinnox Works, Tunstall.
480,021–22.—O. W. B. Grohmann, 199, Piccadilly, W.
480,125.—Clarke's Pyramid and Fairy Light Co., Ltd., Cricklewood, N.W.
480,283 & 480,288.—G. Helps, Izon's Croft, Ansley, Atherstone.
480,362–6.—Maw & Co., Ltd., Jackfield, Shropshire.
480,382.—Wade & Co., High-street Works, Burslem.
480,505.—H. & R. Johnson, Elder-road, Cobridge.
480,506.—Coalport China Co. (John Rose & Co.), Ltd., Coalport.
480,577–8.—H. M. Williamson & Sons, Longton, Staffs.
480,579.—Rubian Art Pottery, Ltd., Park-road, Fenton.
480,657.—R. T. Grocott, Whitehall Works, Longport.
473,611.—M. Emanuel & Co., 41 & 42, Shoe-lane, E.C.
480,407.—J. A. Maier & Co., 19, St. Dunstan's Hill, E.C.
480,726.—Grimmades, Ltd., Stoke-on-Trent.
480,832.—C. Allerton & Sons, Park Works, Longton.
480,834.—W. & J. Milne, 126, Princes-street, Edinburgh.
480,848.—H. W. Williamson & Sons, Longton.
480,849.—Ch. Wm. Clark & Co., Rue Laseppe, Bordeaux, France.
480,885.—S. Eaton & Sons, Barr-street, Birmingham.
480,949.—H. M. Williamson & Sons, Longton.
480,997.—Godwin & Hewitt, Ltd., Hereford.
480,998–9.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
481,087.—Wileman & Co., Foley Potteries, Fenton.

COMPLETE SPECIFICATIONS.

Burning or Fixing Colours upon Tiles, Ceramic Ware, &c.—L. W. Stanley, 3, Queen's Mead-road, Bromley, Kent, declares this invention to be as follows:—A rever-

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Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co.(Mr. A. E. Potts), Sydney & Wellington
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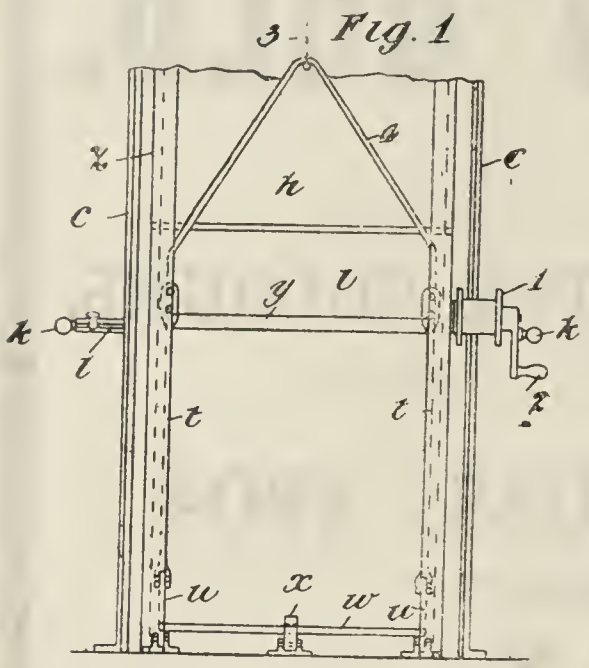
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beratory furnace for burning or fixing colours or other matter upon tiles and other articles, heated by the combustion of a gaseous mixture composed of atmospheric air and the vapours of hydrocarbons or other liquids or combustible gases, and in which the full calorific power of the heat is upon the article operated upon, without the said article being covered by a muffle or other similar contrivance. In a reverberatory furnace of the character described, the combination of a hearth composed of a refractory material with the walls and roof of the furnace, and with a number of gas-jets arranged on each side of and between the hearth and the said walls, said walls and roof being shaped and constructed for first directing the gas flames to the centre of roof for heating purposes, and then deflecting the full calorific power of the heat on to the article operated upon. In a reverberatory furnace of the character described, the combination of a furnace composed of or lined with refractory material having the walls and a roof shaped for directing the gas flames employed for heating purposes to the centre of the roof, and then deflecting the full calorific power of the heat on to the article operated upon, with suitably arranged portions or chambers for first gradually heating the article before submitting it to the full heat of the furnace, and for subsequently allowing the article operated upon to become gradually cooled. The combination of the various parts forming the improved reverberatory furnace arranged and constructed substantially as described and illustrated.



Standardising Earthenware Measures and the Like.—J. Tams and J. E. Tams, Crown Pottery, Stafford-street, Longton, declare this invention to be as follows:—An improved means for standardising earthenware measures, forming a suitable recess of any convenient shape and in any convenient position in the rim of any such measure while in the biscuit state by grinding or cutting the same with an emery-wheel or in any other convenient manner. We wish it to be distinctly understood that we strictly limit the scope of our present invention to the means for standardising earthenware measures when in the biscuit state.



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For fear through stress and business press
The contract you might break,
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In slacker times to find
You've fixed the fame of your good name
On some new buyer's mind.

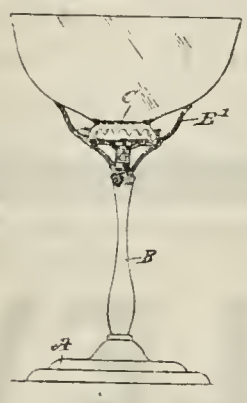
New Foreign Patents.

United States Patents.

821,114.—J. W. McGowan, Cincinnati, Ohio. Bottle.
821,579.—E. W. Austen, Oswego, N.Y. Bottle.
821,478.—J. Forster, St. Helens, England. Apparatus for the manufacture of glass cylinders.
821,361.—H. F. Hitner, Wilkinsburg, Pa. Device for capping off glass cylinders.
821,308.—O. A. Mygatt, New York, N.Y. Decorative glass shade.
822,220.—C. J. Nolan, Toledo, Ohio. Machine for blowing hollow glass articles.
822,739.—J. C. Henderson, Los Angelos, Cal. Protective bottle.
822,363.—L. F. Hammer, Stockton, Cal. Device for preventing the deceptive filling of bottles.
822,895.—S. C. Kindig, Baltimore, Md. Closure for bottles, jars, &c.
822,580.—W. A. Butler, San Francisco, Cal. Continuous kiln.
822,452.—H. F. Hitner, Pittsburg, Pa. Speed controlling device for glass-blowing machines
822,678.—K. H. Lubbers, Alleghany, Pa. Method of drawing glass cylinders.
822,530.—L. P. Lowe, San Francisco, Cal. Coupling for glass tubes.
822,632.—T. J. McElherron, Alton, Ill. Apparatus for manufacturing glassware.
822,245.—A. P. Bromwell, York, Pa. Kiln.

Complete Specification.

Drinking-Glass or like Tableware.—C. Weller, Newark, N.J. (U.S. Patent.)—Claim:—A drinking-glass or like tableware, comprising a base, a stem rising from the base, and having a reduced and screw-threaded upper end, a flaring socket, having a tapering lower end, said end having an opening in its bottom, and resting upon the shoulder formed by the reduced end of the stem with the reduced and threaded upper end of the stem projecting into the same, a disc-like retainer in the socket above the bottom thereof, said retainer being provided with a central depression, an aperture in said depression to receive the threaded end of the stem, and with upwardly projecting spring fingers at its margin, a nut on the threaded end of the stem within the depression of the retainer and securing the socket and retainer to the stem, and a cup or bowl provided on its bottom with a neck-like projection having a substantially flat lower face, said projection resting upon the body of the retainer and engaged at its margin by the fingers thereof, the side of the cup or bowl being engaged by the socket, as set forth. A drinking-glass or like tableware, comprising a base, a stem rising from the base, a flaring socket on the upper end of the stem, a disc-like retainer in the socket, and having upwardly projecting spring-fingers at its margin, a screw-securing socket on the stem, and the retainer in the said socket below the upper edge thereof, and a cup or bowl provided on its bottom with a neck-like projection, having a substantially flat lower face, said projection resting upon the body of the retainer and engaged at its margin by the fingers thereof, the side of the cup or bowl being engaged by the socket, as set forth. A support for a drinking-glass or the like, consisting of a base, a stem rising from the base and having a reduced and threaded upper end, a flaring socket having a tapering lower end, said end having an opening in its bottom through which the reduced and threaded end of the stem projects, the socket resting upon the shoulder former by the reduced end of the said stem, a disc-like retainer having an opening in its bottom and spring-fingers at its margin, said retainer being secured within the socket below its upper edge with the reduced end of the stem extending through the opening thereof, and a nut on the said threaded end of the stem and securing the retainer in the socket and the socket on the stem, as set forth.



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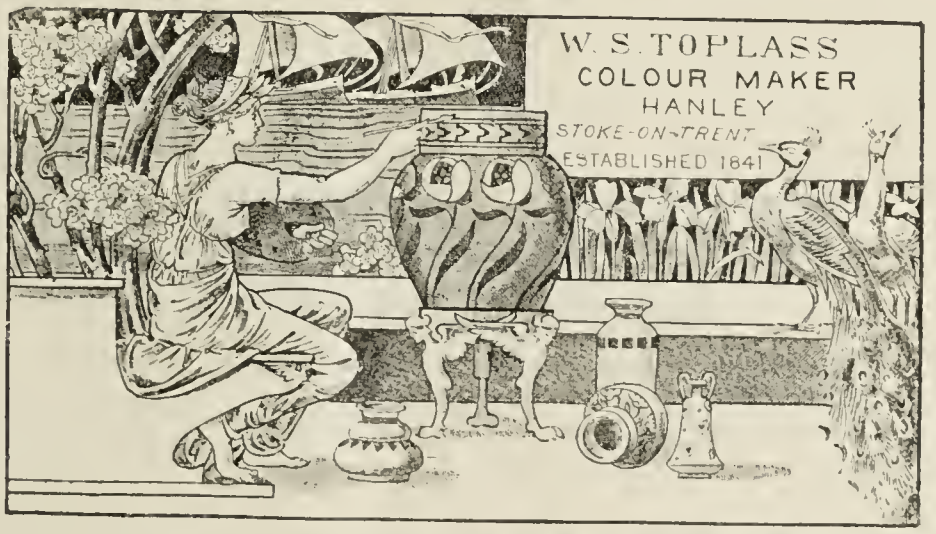
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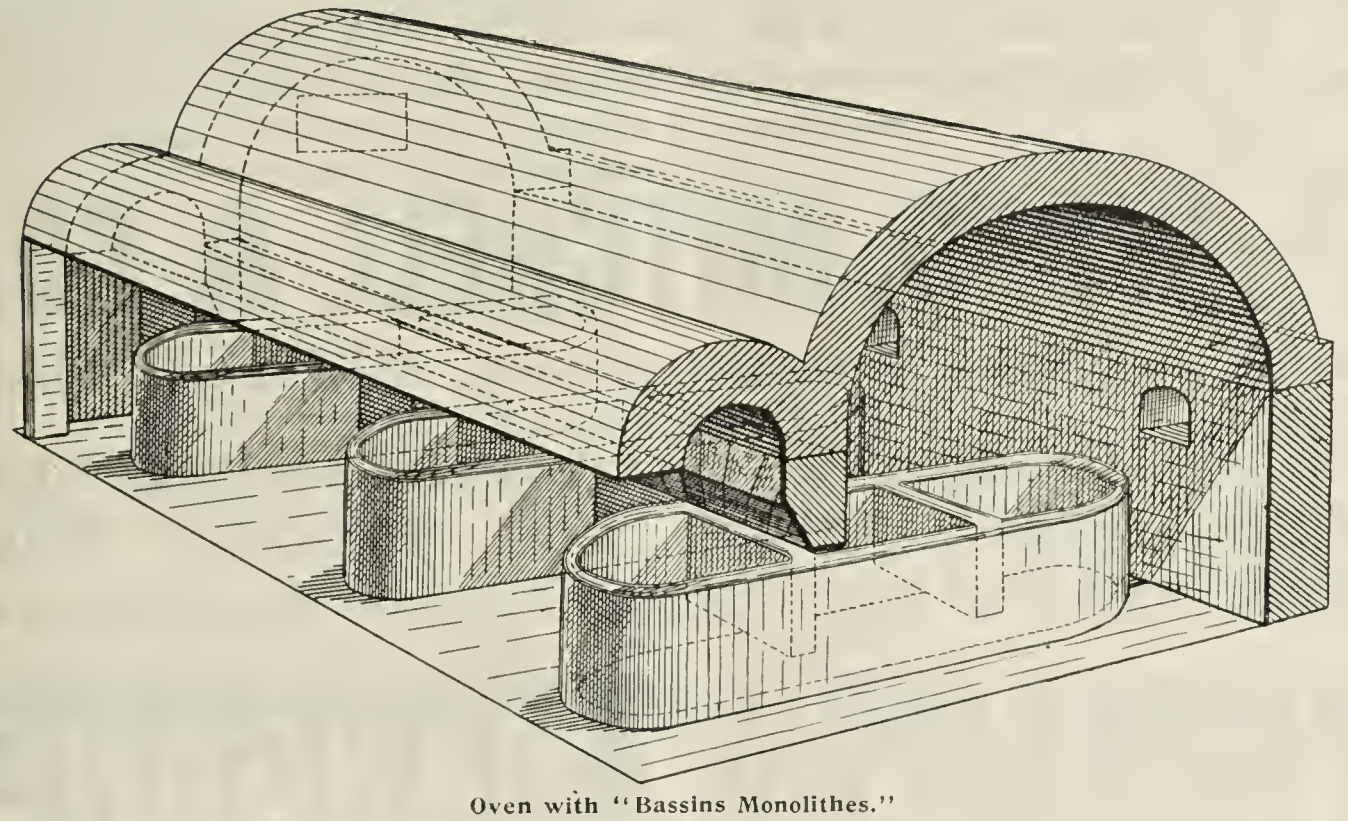
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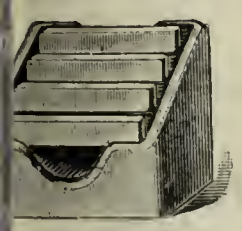
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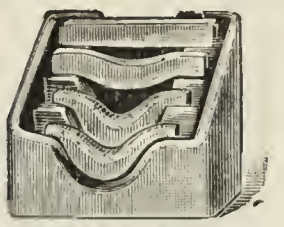


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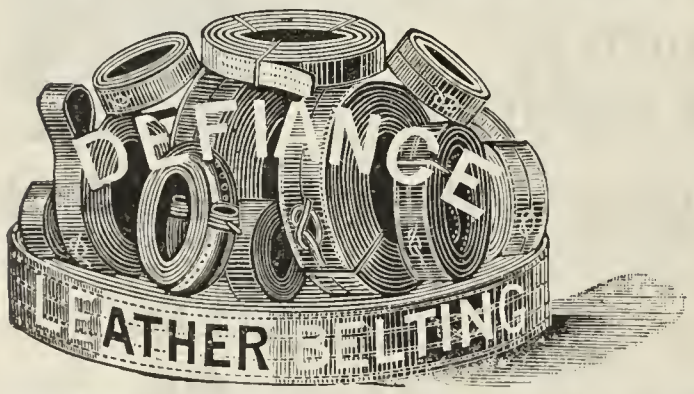
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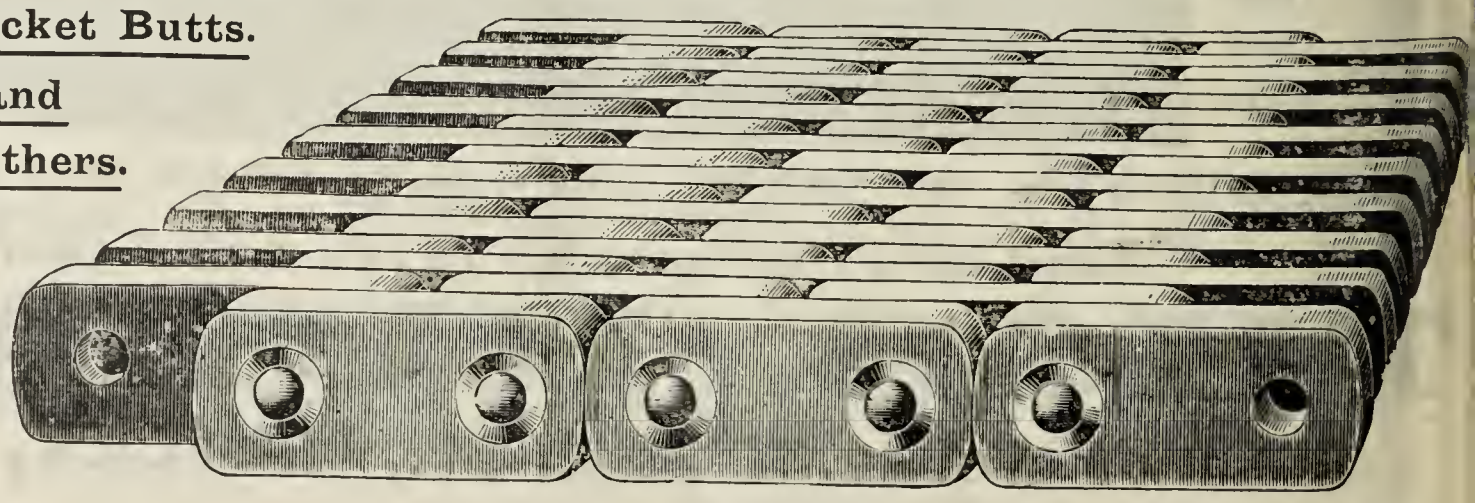
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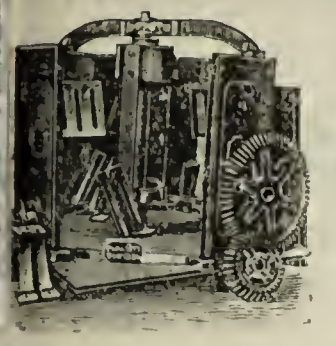
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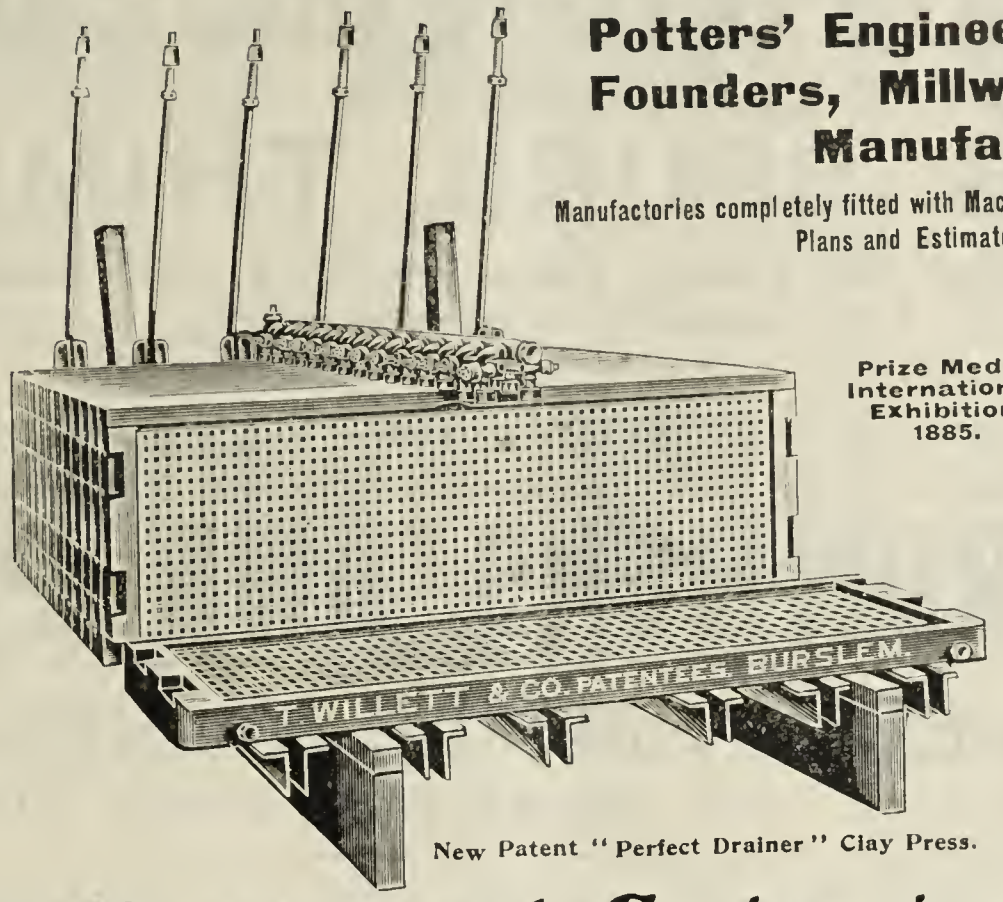
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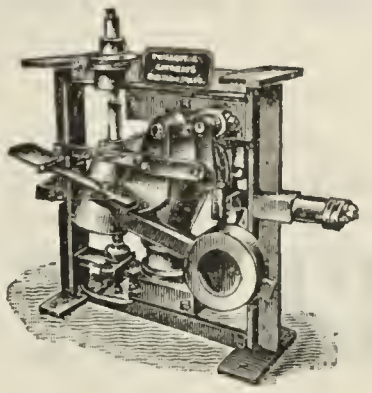


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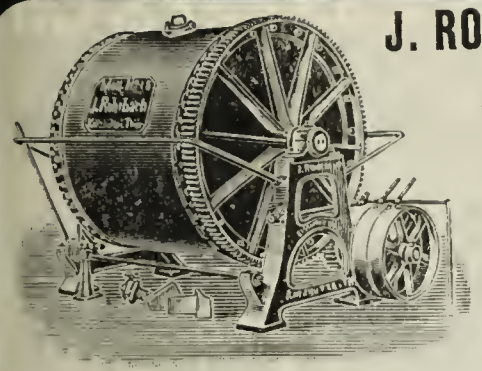
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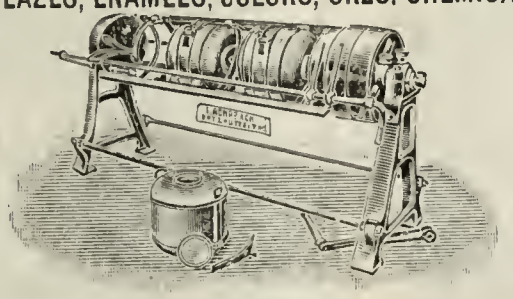
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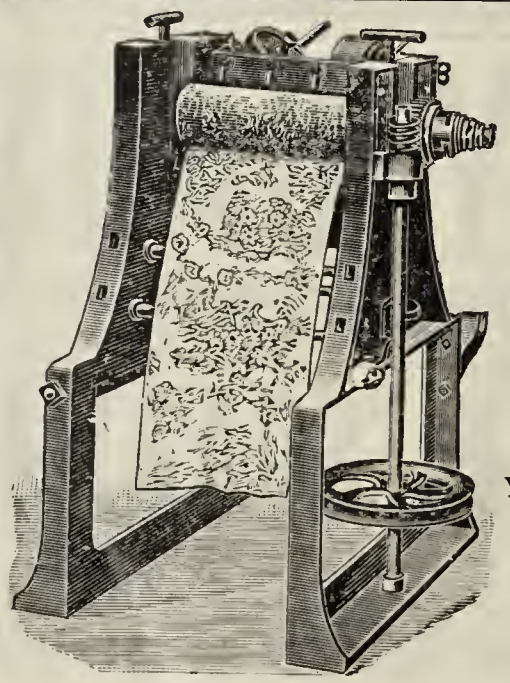


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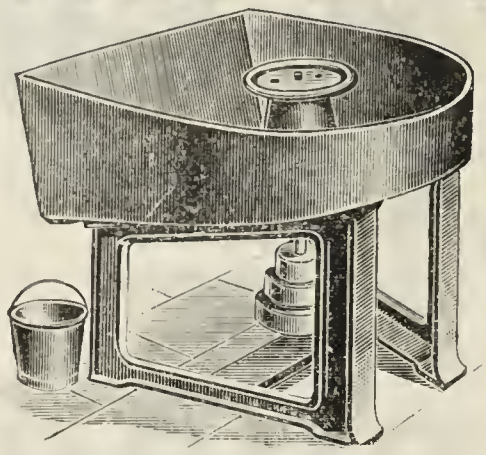
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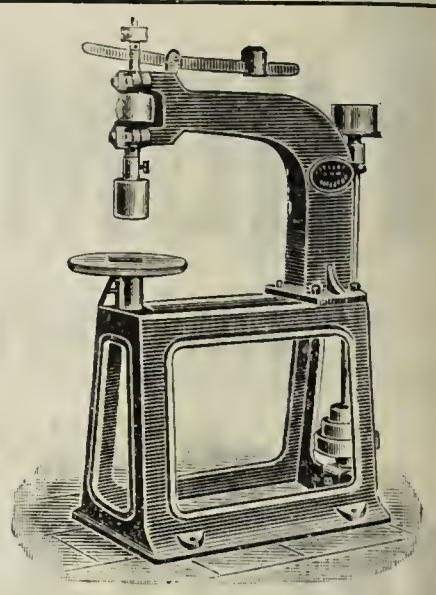
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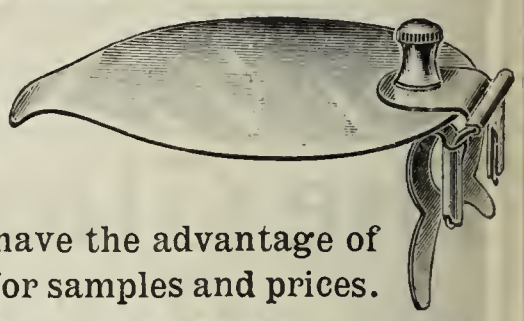
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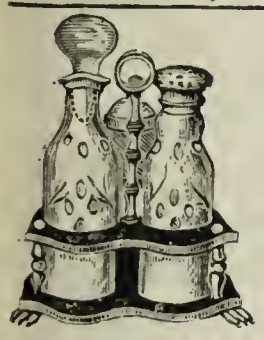
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Special Trade Announcements.

☛ Firms who wish to place Miscellaneous Advertisements in local papers without giving their name and address can have the replies addressed to the "Pottery Gazette" Office, 19, Ludgate Hill, London, E.C. Intimation must first be sent to us of this being done.

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A FIRM of China and Earthenware manufacturers in the Staffordshire Potteries DESIRE TO BE REPRESENTED in Australia, and are open to receive applications from anyone established in that country, having agencies other than China and Earthenware; such applications to be addressed to A. B., Box P. 412, *Pottery Gazette* Office, 19, Ludgate-hill, London, E.C., accompanied by references.

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Continued on page 968.

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Special Trade Announcements—
continued from page 966.

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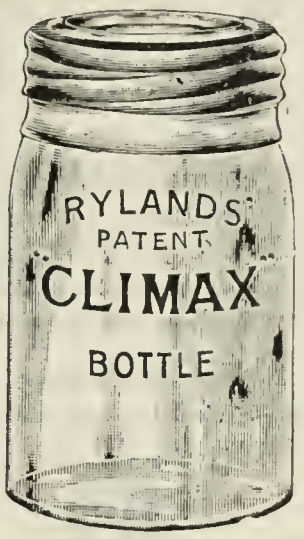
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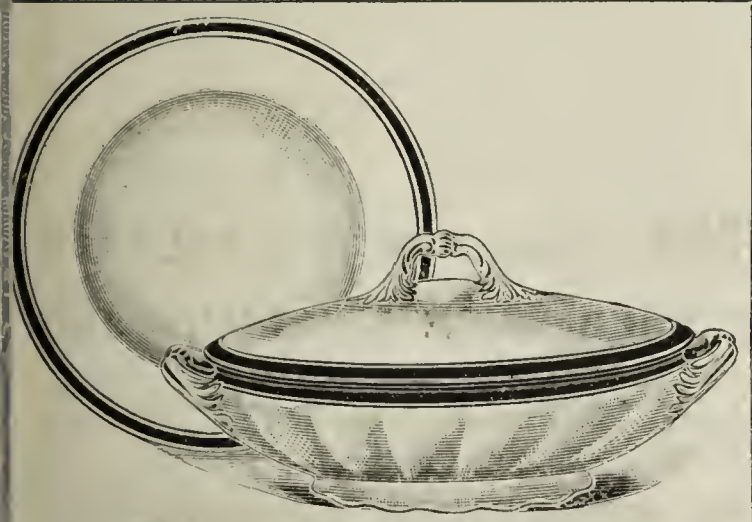
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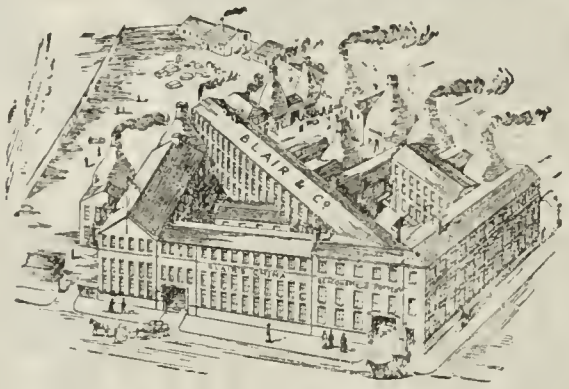


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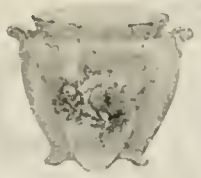
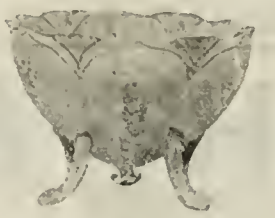
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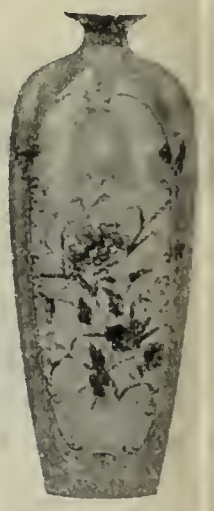
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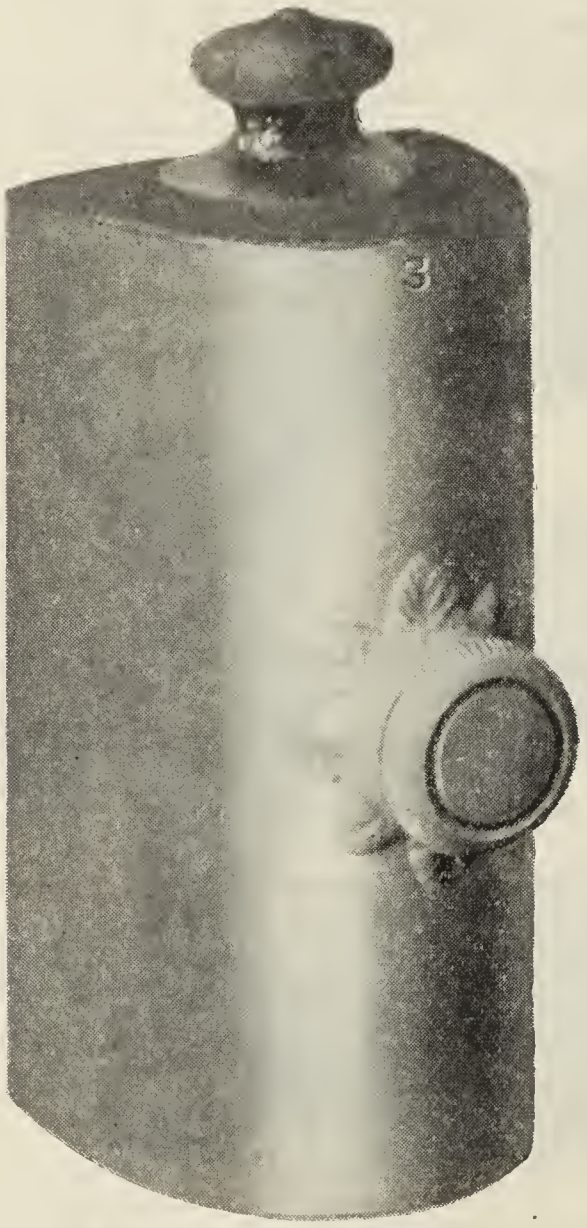
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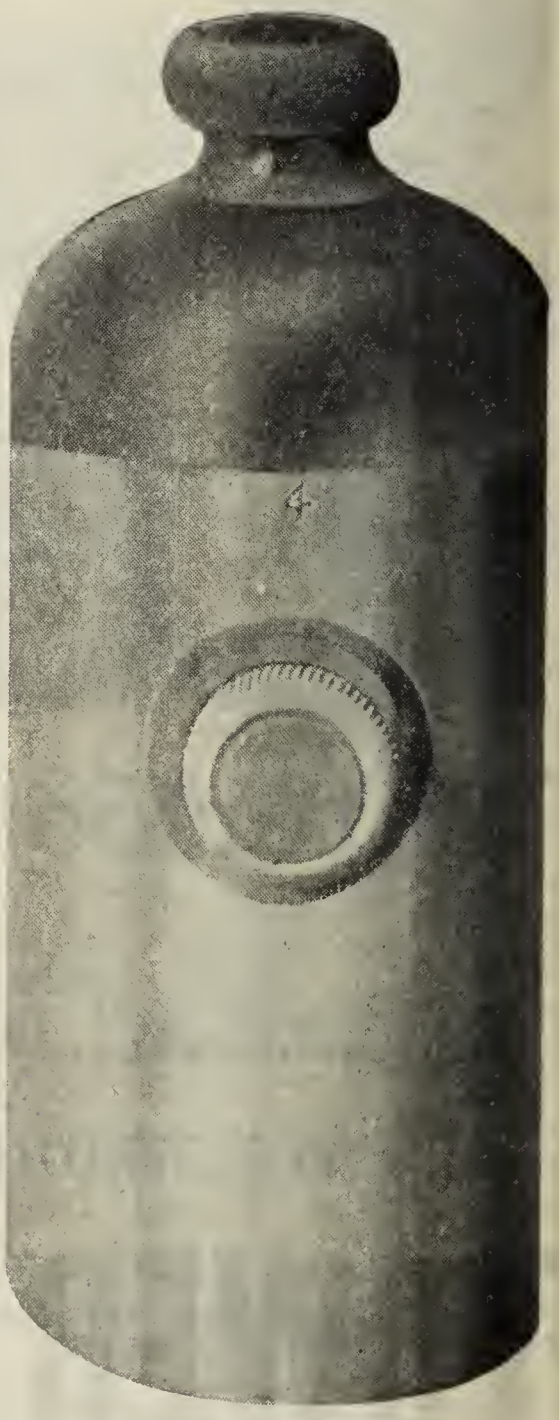


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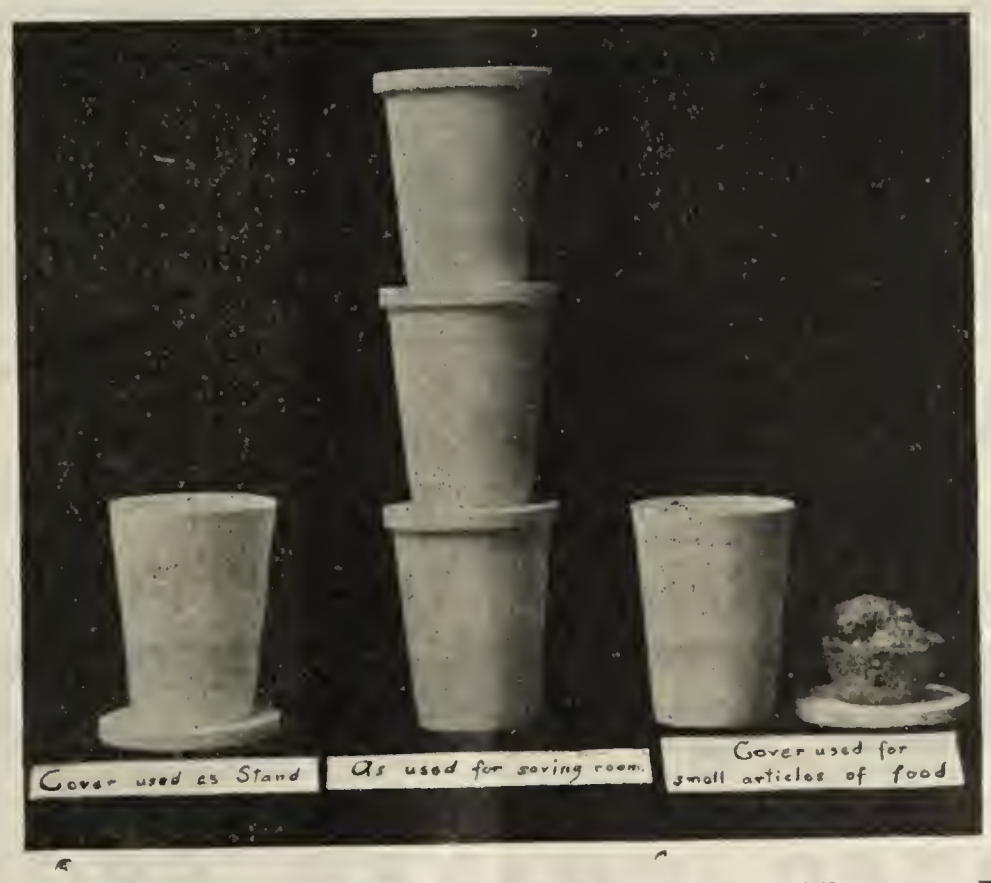
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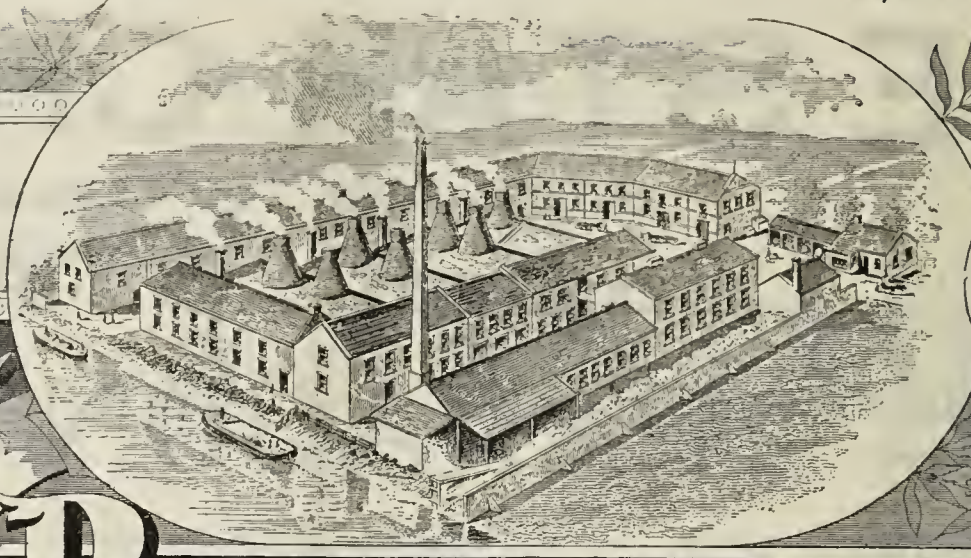
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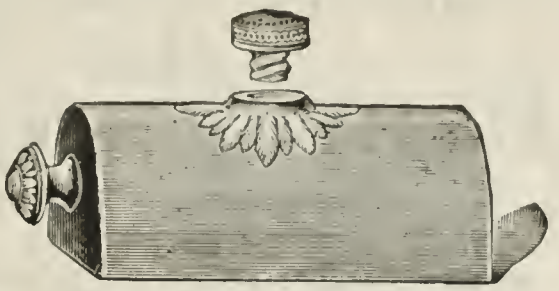
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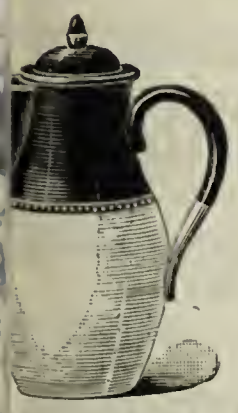




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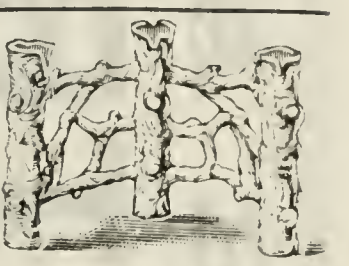
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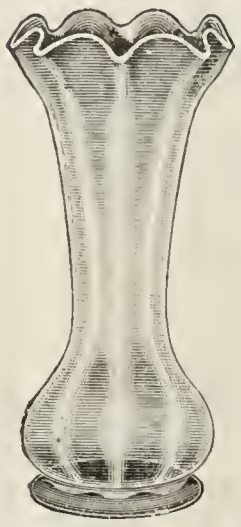
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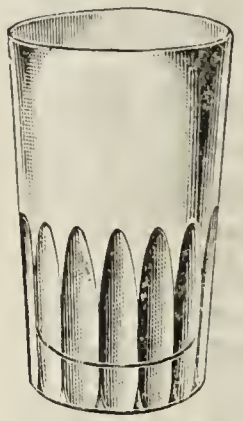


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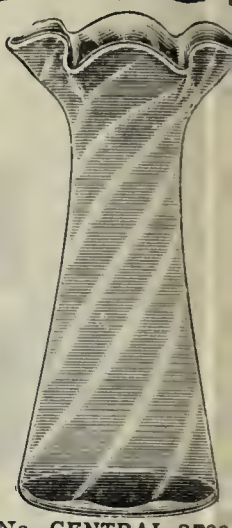
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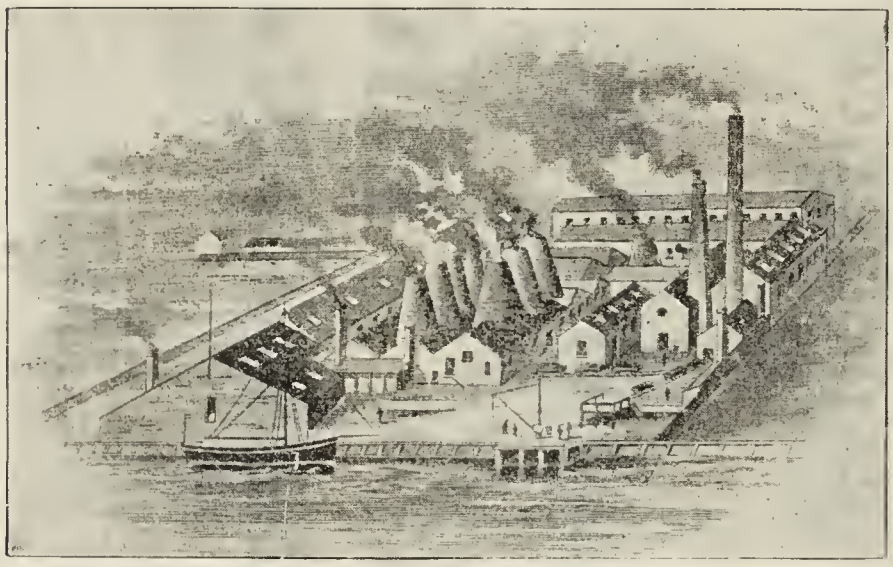
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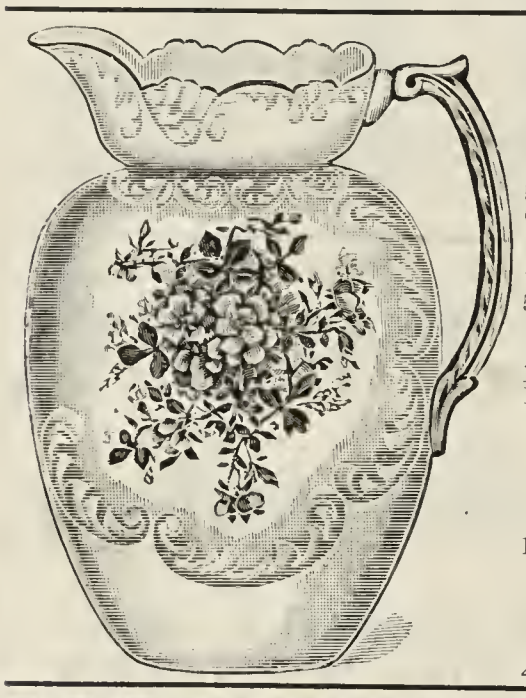
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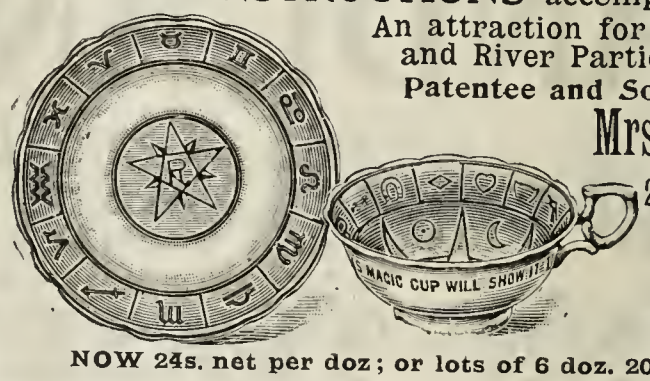
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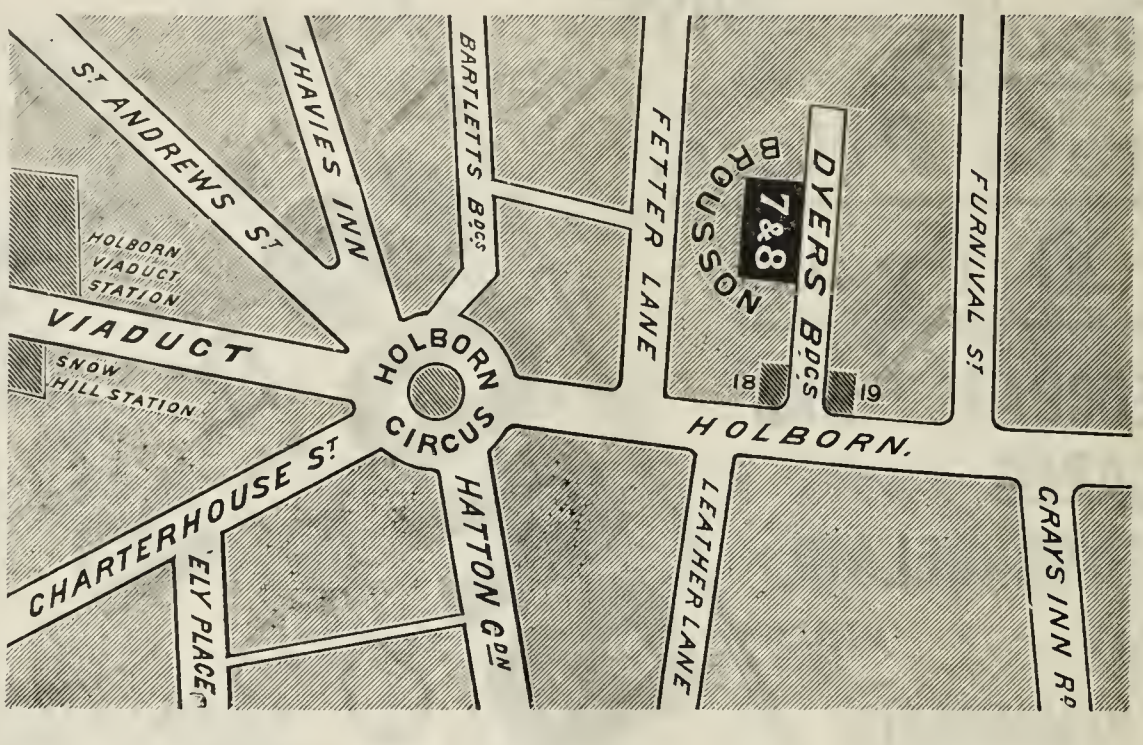
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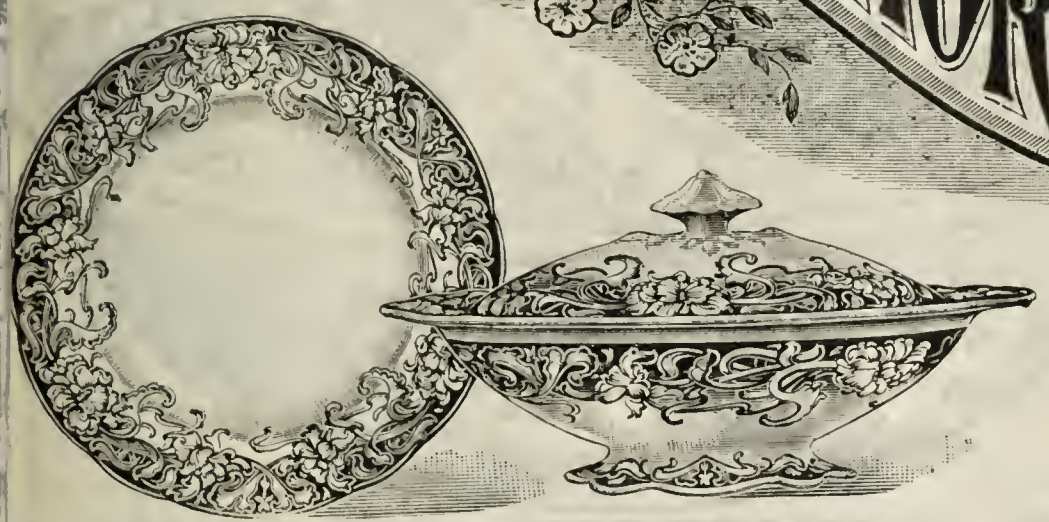
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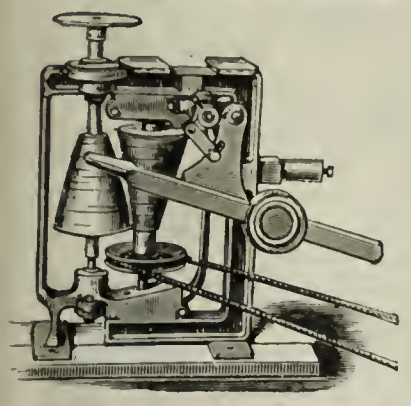
ART TRINKET WARES.

VASES

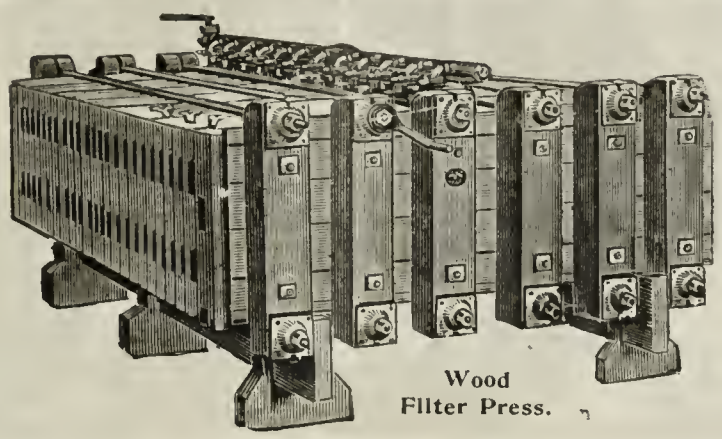
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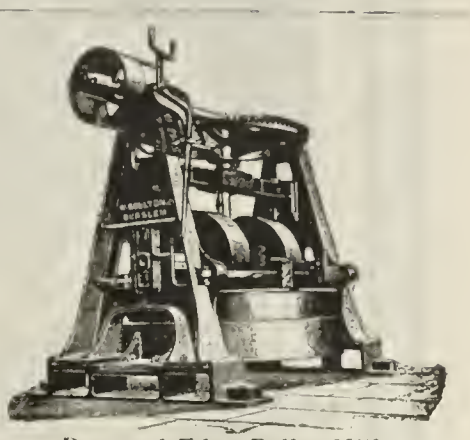
UP = TO = DATE MACHINERY FOR POTTERIES & TILE WORKS.



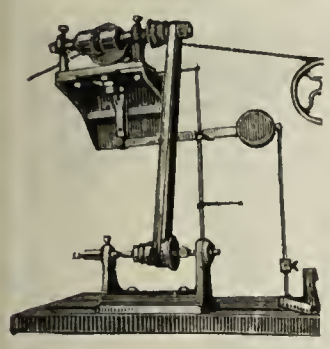
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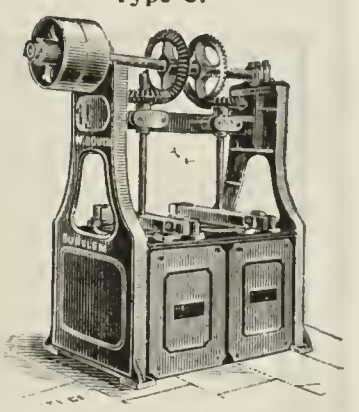
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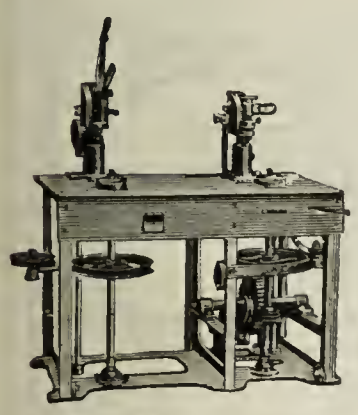
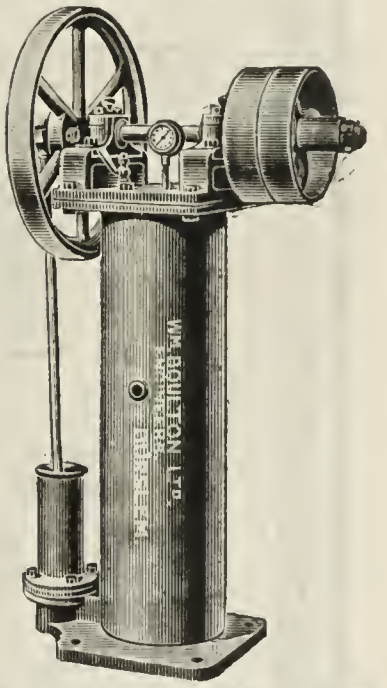
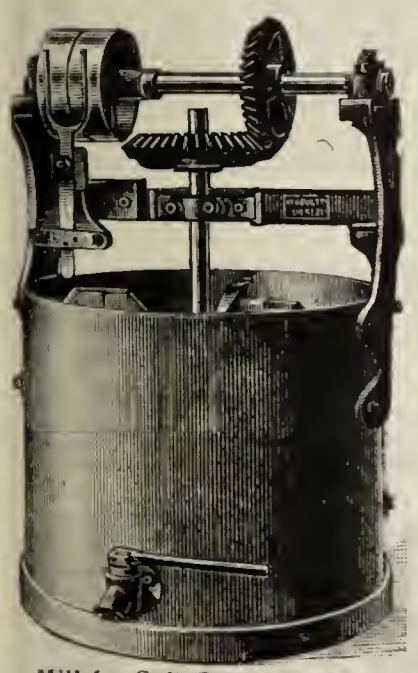


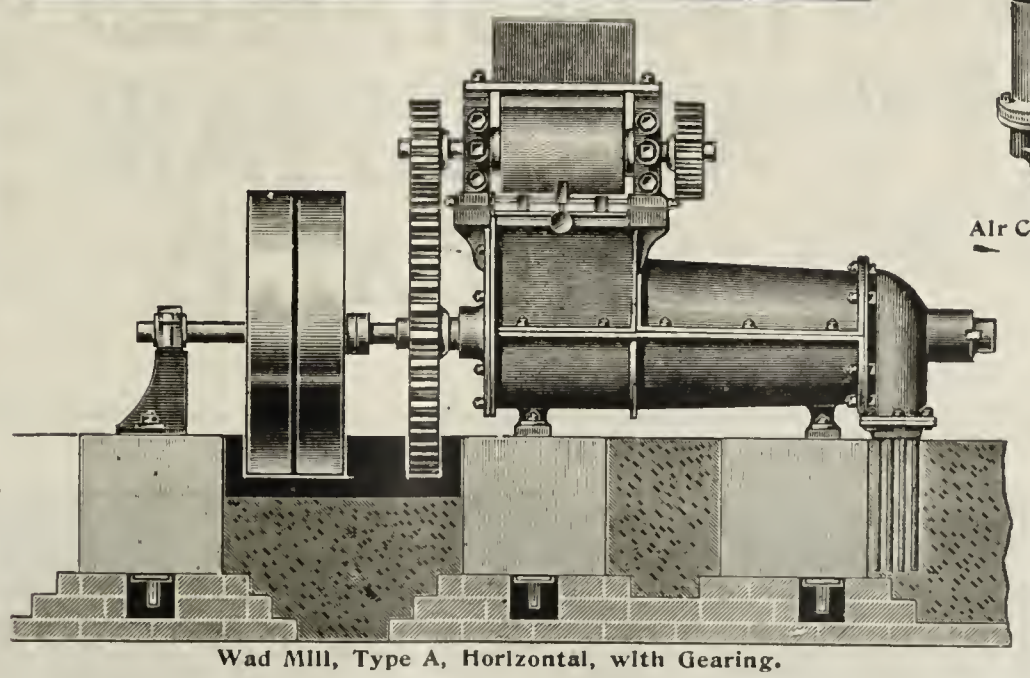
Plate-making Machine.



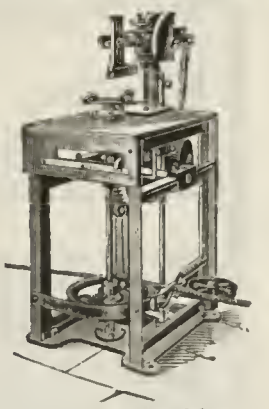
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MANUFACTURERS of all kinds of ***Flint and Coloured Table Glass, Flower Stands, Flower Vases,*** &c., of the latest shapes and decoration, ***Globes*** and ***Shades*** for ***Gas, Incandescent,*** and ***Electric Lighting*** in great variety. Reproductions of ***Old English Cut Glass of George III.*** and Early ***Victorian*** Periods from the Original Models.

LATEST NOVELTY IN TABLE DECORATION

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London Showrooms: Registered.
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PUBLISHERS' NOTICE.

The Pottery Gazette - - Diary & Trade Directory

FOR 1907

IS NOW IN PREPARATION,

and in order that copies of this Diary may reach subscribers in Australia, New Zealand, South America, and other distant parts well before the end of the year, it will finally

CLOSE FOR PRESS ON SEPTEMBER 8th.

Advertisements and alterations should reach the Publishers at once.

Publishing and Editorial Offices:

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Telephone No.:— 5403 BANK.

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In TEA, BREAKFAST, DESSERT, and DINNER SERVICES, &c., for Home and Export,

ORNAMENTAL GOODS OF ALL DESCRIPTIONS.

SPECIALITIES IN JAPANS AND REVIVALS OF OLD CROWN DERBY PATTERNS.

London Show Rooms:
42, HOLBORN
VIADUCT, E.C.

Editorial Notes.

THE REPUTATION OF THE POTTERIES.

REALLY it is time some steps were taken to put a stop to the constant defamation of the Potteries by the sensational Press. Communities, like corporations, have "neither bodies to be kicked nor souls to be saved," but they certainly ave reputations to maintain. Whose duty is it to defend he reputation of the "Potteries" against the slanderous isrepresentations that are periodically circulated in the aily and weekly papers. The latest offender is the 'Sunday Chronicle," a Manchester paper, which recently ave publicity to a most malevolently conceived, and tterly false report of the lives and characters of residents the Potteries. We addressed a letter to the Editor sking him in common fairness to publish our emphatic pudiation of the statements made by his correspondent. e has not had the courtesy, or rather the honesty, to ublish our letter, so that the majority of the readers of ie "Chronicle" will probably think the account given the honest and hard workers in our industry, and of their nployers, is a true one.

We reproduce the original calumny and our reply to it. nfortunately the persons who would be so greatly misled the fictitious narrative have had no opportunity of hear- g that the narrative was fictitious. Can nothing be done undeceive them? The arguments we make use of in ir letter speak for themselves.

We now ask why should pottery employees, who are orking honestly, patiently, and laboriously, at one of the ost beautiful industries, be so repeatedly branded as infamous by sensational journalists whose only knowledge of them is gained in a common lodging house and at a socialistic meeting on a Sunday morning? As we said in our letter, if the correspondent had said about an individual what he has had the effrontery to say about a community, he would be prosecuted for libel. On behalf of its individual members cannot a community take some step to defend its honour? We commend the matter to the authorities, and if they cannot, or will not take action, we suggest that a committee of manufacturers be formed to devise some method of removing the scandalous aspersions upon the characters of their employees and upon the reputation of the whole district.

A LESSON FROM AMERICA.

WHILST manufacturers and dealers in this country are chafing under the unfair competition of those who aim at doing business with the consumer by post, manufacturers and merchants have tackled in Illinois what they call the mail order problem with a vigour that promises success. Time after time have we drawn attention to the numerous instances of advertisers calling themselves manufacturers, who offer to send dinner, tea, and toilet ware to consumers at ridiculously low prices on receipt of "cash by post." These advertisements are continually appearing. One in a leading daily paper of this date (August 22) offers to send "Pottery direct from potteries—three complete services, breakfast, dinner, tea, finest quality, dainty shape, pretty decorations, package included, for P.O. 21s." The company advertising is an insignificant one, but it sends out illustrated priced catalogues to private addresses all over the kingdom. Women are attracted by the pictures of the goods,

TELEPHONE—WORCESTER, No. 22
,, LONDON, 8160 CENTRAL.

Telegraphic Address:—"ROYAL WORCESTER."
,, ,, "IVORY, LONDON."

THE . .

WORCESTER ROYAL PORCELAIN CO.,

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MANUFACTURERS BY APPOINTMENT TO HIS MAJESTY THE KING.

WORCESTER CHINA.

FINE PORCELAINS,

Ornamental and Useful.

WORCESTER SEMI-PORCELAIN
AND . .
ROYAL WORCESTER VITREOUS
DINNER WARES.

ILLUSTRATED CATALOGUES are not issued, but Visiting Buyers are invited to inspect the large display of

NEW MODELS & DECORATIONS

in the Sample Rooms at

THE ROYAL PORCELAIN WORKS, WORCESTER,

and at the London Trade Showrooms—

8, ST. ANDREW STREET, HOLBORN CIRCUS, E.C.

nd instead of buying in their own town send their noney to perfect strangers "in the Potteries." Now he same thing has been going on in Illinois; but, upported by manufacturers, the wholesale merchants n nearly all the cities and towns in the State, joined y the Retail Dealers' Association of Illinois, have tarted a campaign for protecting the retail trade gainst the "cash by post catalogue." They are pre- aring matter for distribution explaining the advantages f home trading among the people. A closer relationship etween the manufacturers, merchants, and dealers in the naller communities, and the instruction of the public hat it is to their advantage to buy from regular retail raders, are the two principal features of the movement. t is in the interest of trade generally (certainly it is of he pottery trade) that the public should be taught hat they can be better served by the shopkeepers in heir own towns than by advertising strangers. Can we ot do something to teach the British public this simple ruth? The China Dealers' Association might initiate the ovement, and we are sure the majority of manufacturers ould support them.

A QUESTION OF COPYRIGHT.

A POINT of considerable interest was brought to our notice last month by a subscriber, who wrote us as follows:—"We have been asked to reproduce on earthenware goods a copy of a pictorial postcard subject. This we find is narked "copyright. We shall be glad if you can inform s if the copyright applies to postcards only, and if it ay be copied on earthenware." Our answer in this case as to the effect that there would be considerable risk n reproducing on pottery a pictorial postcard marked copyright." The better plan, we should say, would be o obtain, in the first instance, permission from the firm ho hold the copyright of the postcard to reproduce it on ottery. The holders of postcard copyrights are naturally nd notoriously sensitive over their rights. Expert photo- raphic work is costly, and they are reasonably anxious o protect their work.

IMPROVING OUR CONSULAR SERVICE.

COMPLAINTS have been made that, however courteous and obliging our foreign Consuls have been, they have not always possessed that acquaintance with trade and commerce which is essential in any one whose official duties are rgely concerned in questions connected with, or arising ut of, them. Steps are being taken to remedy this, and nsiderable interest is aroused by the conditions attached the competitions for the general Consular Service, hich is to be held shortly. One of the first conditions that a candidate must have spent at least three years in commercial firm of good standing. This is insisted upon. he obligatory subjects not only include French, but also ther German or Spanish. Beyond this candidates are pecially required to have a knowledge of the principles British mercantile and commercial law, and of the pplication of the principles of political economy to the rrency, the money market, and foreign exchange and xation. Some of our Consuls have possessed ample legal nd diplomatic experience, but have been weak in com- ercial knowledge. The alterations involved in the roposed conditions are intended to secure that the Consular rvice shall be equipped with officials possessing practical mmercial experience.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN JULY.

THE POTTERY TRADES.—The Labour Department of the Board of Trade, as the result of information collected from various sources says that in the pottery trade employment in July continued fairly good in England, and, in Scotland it was moderate. In Staffordshire employment continued fairly good, but some short time was being worked. In Scotland employment was moderate, and also in South Yorkshire and the River Aire district. In North Devon it was reported to be fairly good. It was bad with Glasgow tobacco pipe makers.

THE GLASS TRADES.—Employment in July (according to information based on the usual returns from various sources continued moderate, but was better than a month ago and a year ago.

Returns from firms employing 10,381 workpeople, and paying £12,127 in wages during the last week in July, show that compared with a month ago there was an increase of 3·3 per cent. in the numbers employed, and of 2·9 per cent. in the wages paid. Compared with a year ago there was an increase of 6·4 per cent. in numbers employed, and of 7·3 per cent. in the amount of wages paid.

As compared with a month ago the increase in the numbers employed was most marked in the Northern Counties and in Yorkshire. There was also a smaller increase in Worcester and Warwick. In Lancashire, however, a decrease was shown, and a slight decrease took place also in Scotland. Compared with a year ago, an increase was shown in all the principal districts except Scotland, which has suffered a decline. The most marked increase was in Yorkshire. Employment with sheet glass makers and flatteners at St. Helens, and with bottle makers at Bristol and Portobello, continued good. It was also good with glass cutters in Edinburgh. With flint glass makers and plate glass bevellers at Birmingham, glass blowers in London, and bottle makers at Dublin, it was fair. It was dull with flint glass workers at Warrington, where there was short time. With pressed glass makers on the Tyne and Wear, and with glass bottle makers in Lancashire, employment was bad. With flint glass cutters and medical bottle makers at Glasgow it was bad, but with other bottle makers it was fair.

The following particulars are given as to the number of persons employed and the amount of wages paid to them on the last pay day in July:—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	6,930 ..	£8,249
Plate Glass	163 ..	183
Flint Glass Ware (not Bottles)	2,047 ..	2,233
Other Branches	1,241 ..	1,462
Total	10,381 ..	£12,127

The number of persons employed in each district, and the amount of wages paid them on the last pay day in July are given:—

Districts.	Number Employed.	Wages Paid.
North of England ..	1,456 ..	£1,570
Yorkshire	3,705 ..	4,533
Lancashire	2,352 ..	2,687
Worcester and Warwick	1,965 ..	2,322
Scotland	798 ..	923
Other parts of United Kingdom	105 ..	92
Total ..	10,381 ..	£12,127

THO'S WEBB & SONS LIMITED

Dennis Glass Works, Stourbridge

English HAND-MADE GLASS





LONDON SHOW ROOMS
11 CHARTERHOUSE ST. HOLBORN.

TELEGRAMS { WILKES STOURBRIDGE / CASSOCK LONDON.

ESTABLISHED 1837

TELEPHONE { LONDON No 811 HOLBORN / WORKS 0195 STOURBRIDGE

William Adams & Co.,

Tunstall, in the County of Stafford.

Makers of Earthenware of Every Description for all Markets. . .

ADAMS JASPER.

ADAMS·POTTERIES
ESTD 1657.

TRADE MARK.

Trade Mark for Semi-Porcelain.

CROWN · SEMI·PORCELAIN · W. ADAMS & Co. · ENGLAND.

Trade Mark for Crown Semi-Porcelain.

ADAMS
ESTBD 1657
TUNSTALL
ENGLAND

Trade Mark for Jasper.

TRADE MARK.

Trade Mark for White Granite.

Correspondence.

ese columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

THE GLASS BOTTLE TRADE.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—One object of my letter to you was to show the ieials of the Glass Bottle Makers' Society a competition y are unaware of—the trade in second-hand bottles. e second-hand dealer gets his bottles by paying very le for them. This trade goes far towards ruining the lustry by keeping the price of bottles so low. Manu-turers, to meet this competition of second-hand men, st of necessity squeeze their workmen—just the men t should be protected. Apart from those out of work, se in work are sweated almost to death. One official s me the glass blowers in two years have been reduced per cent., and he himself, who is a first-class hand at his de, is making only about 20s. per week. Out of this, r GAZETTE says he is having to pay 4s. per week to keep comrades out of work from starving. The public should w of this huge, dangerous, and dirty business in second-d bottles. Not only the interests of the trade, but health of the community, demand that this trade should stopped. These second-hand dealers pay practically hing for what they sell, yet by offering them just htly cheaper than new ones, they render the sale of bottles impossible. They offer the bottles as "ready use." Bottles after being used once, and thrown ash-pits and middens, ought to be broken up. They uld not be used again without being thoroughly steri-d. Rag and bone men care nothing for sterilization. se disseminators of danger and disease make hundreds cent. profit while firms who deal in new and safe goods well if they make 10 per cent. I ask you as proprietors he GAZETTE which voices the grievances of the glass kers to combine your efforts with mine to bring about tisfactory state of trade in the glass bottle industry.—rs truly, S. T.

We give publicity to the views of our correspondents hout associating ourselves entirely with them. It is certain that any respectable firm buying second-hand tles would be careful to have them thoroughly steri-d. There cannot, however, be the least doubt about great danger incurred in using second-hand bottles so treated. The competition with new bottles is another stion. As the market value of new bottles is reduced, value of the men's labour in making them will be reduced .—EDS. P.G.]

ENCOURAGING IMITATIONS.

TO THE EDITORS OF "THE POTTERY GAZETTE."

IRS,—Comparisons may be odious, but a certain china er in one of the most popular seaside resorts in England ently thinks they may be made profitable, as evidenced he fact that he has a card in the centre of one of his dows which says (in very bold letters) :—

THESE GOODS ARE A SPLENDID
IMITATION OF WEDGWOOD WARE.
SILVER MOUNTED, 1s. EACH.
A PIECE OF THE REAL ARTICLE
CAN BE SEEN FOR COMPARISON
ON INQUIRY AT THE COUNTER.

his message has reference to a quantity of imitation asper" ornaments, which surround the card, and it ls no expert to see that they are foreign goods; and that they are a positive libel on the ware they are posed to imitate.

It seems quite bad enough to see English dealers pushing foreign goods as they are doing, but when they don't hesitate to make these ridiculous comparisons, with a view to convincing their customers that this foreign rubbish is "quite as good" and so very much cheaper. I think it is about time for us to "kick," and if this matter comes within the scope of the newly formed China Dealers' Association I shall be pleased to give them the necessary particulars. This case came under my own observation during my recent holidays, so that there is not the slightest doubt about its existence. I tried to get an interview with the proprietor of the establishment, but failed to do so, or I should have been delighted to have pointed out the gross unfairness to English potters his "comparison" scheme was unless both articles are described and sold at their real value. Yours &c.,

W. T.

Stoke-on-Trent.

"WAKE UP, ENGLAND!"

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I have been "waking up" this fifty years. I was one of the earliest pressers of glass; I have worked a patent which now is general in glass shades made abroad; I travelled to sell English glass to Holland, Belgium, France, and Germany; I devoted fifty years to try and make a profit in glass-making, but I never made a penny more than a frugal living; indeed, I have been continually "waking up," but it was only to find free trade or "The Glass Makers' Friendly Society" making me wish I had never recovered my somnolence; for, by cheap labour and simple means of glass-making, which the Englishmen would not copy, the foreigner cut me out; the foreigner worked nearly double the time the home man did, and for less wages.

Again, I was "woke up" by France, Germany, and Russia doubling their duties on glass and cutting me out entirely of their trade after making goods and moulds to suit their markets; and now I really do not know if I am awake or not, for no one seems to see what I have explained, nor to have the remotest sympathy with me or my trade.

I spent seven years' apprenticeship to learn the glass trade, and have worked from ten to fifteen hours a day at it, and yet, here I am, but from extraneous circumstances, stranded!

How I do wish my father had made me an importer, or sent me into some other country, and never woke up to make me an English manufacturer of glass.—Yours, &c.

London. AN OLD GLASS MASTER.

[An old subscriber to the POTTERY GAZETTE reminds us of the above letter, which appeared in our pages in April, 1902. He thinks that the letter comes with even greater force now than four years ago. We have pleasure in complying with his suggestion that the letter would bear reprinting.—EDS. P.G.]

ANSWERS TO CORRESPONDENTS.

C. F.—The broken piece referred to has not yet arrived.

J. T. L.—Any china manufacturer can supply what you want. It is in every-day use.

W. R.—The name of the makers of the toilet service you refer to has been sent you by post.

Inquirer, N.B.—We have not heard of the local production you mention. We are making inquiries.

J. S., Ripon.—We think the initials "E. W. S." are those used many years ago as a trade mark by E. Swann, Globe Pottery, Tunstall.

G. B. H.—The dinner ware marked "Edwards, D.H," was made by Mr. Jas. Edwards, at the Dale Hall Works, Burslem. He occupied the factory between 1842 and 1861.

C. T. MALING & SONS,

TRADE MARK C T M ESTAB^D 1762.

Ford Potteries, NEWCASTLE-ON-TYNE.

EARTHENWARE MANUFACTURERS

FOR HOME AND EXPORT TRADE.

DINNER, TEA, DESSERT & TOILET SERVICES &C., IN EVERY VARIETY OF DECORATION.

☛ ***ORIGINAL CHROMO-LITHO DESIGNS A SPECIALITY.*** ☚



HOSPITAL AND INVALID REQUISITES.
DRUGGIST SUNDRIES.
SANITARY WARE.
PHOTOGRAPHIC TRAYS AND TROUGHS.
DAIRY REQUISITES.
POROUS CELLS.
ELECTRICAL FITTINGS.
MEASURE MUGS AND JUGS.
CONFECTIONERS' JARS.
EXTRACT OF MEAT JARS.
WHITE JARS OF EVERY DESCRIPTION.

Careful Attention Given to Customers' Own Specialities.



WATER GROUND FLINT OF THE FINEST QUALITY.

SPECIAL PRICE LISTS ON APPLICATION WITH TRADE CARD.

LONDON - - Sample Rooms, 20, Bartlett's Buildings, HOLBORN CIRCUS. **Agent: G. G. MACWILLIAM.**
SCOTLAND. - ,, 51, Buchanan Street, GLASGOW. ,, **J. DUNLOP.**

EXCEPTIONALLY FAVOURABLE SHIPPING FACILITIES TO ALL PARTS.

United States Glass Co.,

55, Farringdon Street, Holborn Viaduct, London, E.C.

Our Factories are now working 40,000 Moulds, in which are included all useful and Fancy Lines required by the Trade.

SPECIAL ATTENTION GIVEN TO LICENSED VICTUALLERS GOODS.

UNEQUALLED FACILITIES FOR EXPORT TRADE.

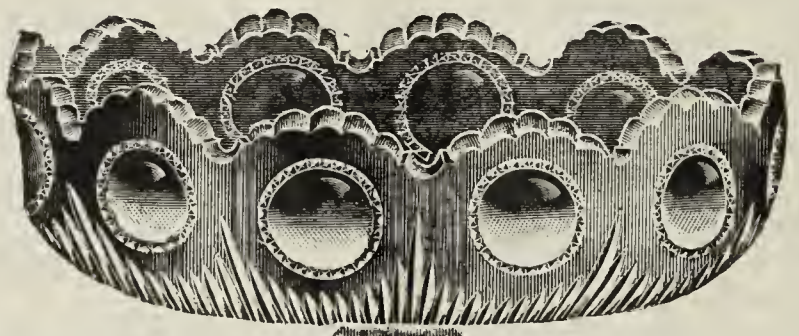


Crystal Rock Oval Dish, 8", 9", 10".

Manufacturers of

PRESSED & BLOWN GLASSWARE,

IN CRYSTAL AND VARIOUS ARTISTIC DECORATIONS.

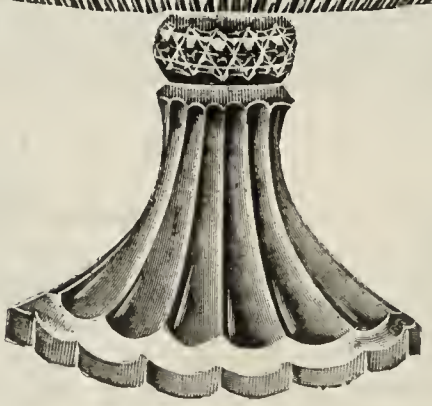




15071.—Sugar Sifter.

SHOW ROOMS ARE OPEN DAILY FROM 9.30 to 6.30.

A CALL IS RESPECTFULLY SOLICITED.



15078.—Trifle Dish.

Head Office: PITTSBURG.

Branch Offices:
PARIS,
CONSTANTINOPLE,
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NEW YORK,
PHILADELPHIA,
BOSTON, BALTIMORE,
CHICAGO,
SAN FRANCISCO,
SYDNEY, N.S.W.



16062.—Vase.
8", 12" 16".

Game Pie Dish.—We have not seen a majolica game pie dish for many years, although they used to be quite common, and manufactured by half a dozen firms we could mention.

Small Dealer.—Delays are unavoidable at holiday time. You should tell your customer so. Write to the manufacturers and we are sure they will do their best, though your orders are only small.

Foreign Notes.

Cheap British Crockery is among the articles mentioned by H.M. Vice-Consul at Constanza, Roumania, for which a market might be found in that country.

The Royal Crown Derby Porcelain Co., Ltd., have appointed Messrs. F. W. Jenkins & Co., 25, West Broadway, New York, their agents for the United States.

A Russian Glass Factory.—In Taganrog there is being built, and will be at work in the autumn, a factory for the production of hollow glass goods. This will be the only glass goods factory in the whole Don district.

The Imports of Martinique during 1905 included 29,567 kilos of porcelain, valued at £1,102; and 105,208 kilos of faïence, valued at £1,035. The imports of these goods for the preceding year were: porcelain, 37,861 kilos, £1,516; faïence, 103,384 kilos, £1,188.

Glass for Electrical Work.—An American electrician is at work upon some inventions which have for their object the application of glass to electrical work for insulating and other purposes. So far, however, production upon a commercial scale has not been attempted.

Exportation of China Clay.—The English China Clay Company has been incorporated under New York laws to represent in the American market various clay mines situated in Cornwall. Some day the expediency of giving our competitors in china production the advantage of our incomparable raw material will come up for discussion. Why not discuss it now?

Successful Russo-Belgian Pottery Company.—According to the "Torgovo Promysshlennaya Gazeta," the Russo-Belgian Potteries Co., Ltd., has closed its seventh (1905) working year with a profit of 148,125 roubles, as compared with 227,900 roubles in the preceding year; 110,000 roubles, or 4 per cent., will be divided amongst the preference shareholders. It is a Belgian company, and the profit made on the transactions in Russia was 48,558 roubles in 1905, against 86,000 roubles in 1904.

A Merited Honour.—The American Association of Flint Glass Manufacturers held their annual convention at Atlantic City, on July 20. On that occasion the Association honoured itself by honouring its worthy president, Mr. Daniel C. Ripley. To know Mr. Ripley (and the writer speaks from experience) is to esteem him as a kindly, courteous gentleman. No wonder his fellow-glass manufacturers appreciate him. From 1877 to 1884 he was treasurer of their Association. From 1884 to 1893 he was their president, and in 1897 he was again elected president, an office he still holds. At the convention in July Mr. Ripley was presented with a silver loving-cup in recognition of his twenty-five years' of service in the interests of the Association. The cup is of solid silver, stands 15 in. high, and is suitably inscribed, showing that it was presented by the American Association of Glass Manufacturers in token of their high appreciation of Mr. Ripley's long service as their president. Mr. Ripley was filled with emotion as he gratefully yet modestly acknowledged the kind feeling extended to him.

Pottery in Turkey.—The "Bulletin" of the French Chamber of Commerce at Smyrna states that there is a good market in that town for a variety of china and earthenware goods, such as dinner, coffee, tea, and toilet services, match stands, ash trays, &c.; the annual value of the imports of these goods approximates 500,000 fr. (about £20,000). This large figure is accounted for by the fact that Smyrna is a distributing centre for towns in Central Asia Minor and on the coast of Anatolia, a well as for some of the islands in the Archipelago. Increased transport facilities afforded by new railway and steam coasting services, together with the general prosperity at present prevailing among nearly all classes of the population, tend to enhance the demand for these wares. Goods should be packed in barrels; buyers attach the utmost importance to careful packing. Prices should be quoted in francs at the current rate of exchange on Paris, c.i.f Smyrna. Terms of credit vary from three to nine months according to the financial status of clients; German dealers give six months, but French dealers not more than four months.

Pottery Congress at Limoges.—We have received a copy of "Le Populaire du Centre" (Limoges), containing a lengthy account of the proceedings at the First International Congress of Pottery Operatives, which took place at Limoges, following the annual conference of French operatives. The Congress lasted for the whole of one day, and the delegates were occupied during that time principally in forming the constitution of the congress. "Citoyen" Tillet presided at the outset, and the attendance included Messrs. S. Clowes (President of the English Potters' Union), Parvy, Martin and Rapin (France), Ziestch and Vohlmann (Germany), Franz and Palme (Austria), Nogasen (Denmark), and Zappi (Italy). "Comrade" Ziestch discharged the office of secretary, and the delegates were assisted by a number of interpreters. The delegates first of all expressed their sympathy with the Russian workers in their struggle against autocracy, and after various preliminaries had been settled Herr Ziestch was selected to preside over the congress proper. On behalf of the visiting delegates a speech was delivered by Signor Zappi, who observed that so long as there existed a capitalist class controlling the means of production and exchange in different countries, no matter whether those countries were republics or monarchies, the proletarians of the whole world would always remain subservient to class oppression. Only an economic revolution, pursued ardently and without truce by organised groups of workers and by their international federations could complete social and economic emancipation be attained. The Congress, having formally "christened" the Federation and bestowed a suitable name upon it, the question of subscriptions came up, and Mr. Clowes suggested that the annual contribution of the societies represented should be ten centimes per member per year, with power to amend the contribution if circumstances necessitated. After debate the figure seems to have been fixed at five centimes. Mr. Clowes then urged that the International Congress should meet every year, but this proposition met with much opposition on the ground of expense, and it was ultimately decided that it should meet every three years. A resolution proposed by the Danish representative supporting a special levy for strikes and lockouts, was rejected. Herr Ziestch was reappointed secretary, and it was decided that he should have his office at Charlottenburg, Germany. The secretary is to be appointed by Congress except in cases of emergency, such apparently as the death of the holder of the office, when the Potters' Society of the town in which the appointed secretary lives will be called upon to fill the vacancy temporarily. The next Congress is to be held in Italy.

"BURLEIGH-WARE."

High-Grade Semi-Porcelain.

TOILETS.
DINNER SETS.
FANCY GOODS.

ORIGINAL REGISTERED SHAPES.
ARTISTIC DECORATIONS.
MODERATE PRICES.

NEW SEASON'S SAMPLES IN GREAT VARIETY.

BURGESS & LEIGH,
MIDDLEPORT POTTERY,
BURSLEM.

REPRESENTATIVES:—

COUNTRY :—
MR. A. H. HOLDCROFT.
MR. WILLIAM H. LEIGH.
MR. R. J. HEATH.

LONDON :—44, Farringdon Street, London, E.C.,
MR. J. POINTING
NEW ZEALAND :—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.
AUSTRALIA :—THOS. W. HEATH & CO.,
51, Paling's Buildings, Sydney.

Buyers' Notes.

Joseph Lockett & Sons, porcelain agents and merchants, , Hatton-garden, London, E.C., represent well-known anufacturers of dinner and toilet ware, general earthen-are, china, tea and breakfast ware, and domestic stone-are. They have a large and varied assortment of samples all these at their showrooms, which are open every day. addition to their representative business Messrs. Lockett Sons have a number of special lines of their own, particu-ly in crates of cheap goods, which they are able to des-tch at once. They show samples of these, including Only a portion of their samples are seen in the illustration, but a large number of vegetable dishes and dinner plates in many shapes and decorations, and a variety of jugs, will be seen on the wall shelves, with a good range of toilet ewers and basins on the stand ; with samples of their ironstone china, tea ware, and miscellaneous pieces in front of them. Messrs. Meakin are very strong in toilet ware and dinner ware. One of their newest toilet shapes, "The Talbot," is seen in the illustration in a number of decorations. it has a tall ewer with deep round basin. The decorations include pretty floral patterns, rich flow blue and gold, and many enamelled coloured combinations—Several new and attractive shapes in dinner sets are shown, with the familiar mazarine underglaze blue band and gold. This is a well-known speciality of the company, who make



A Part of Joseph Lockett & Sons' Show Room.

ie very cheap toilet sets. A good line is a five-piece set vhite and gold—a neat and inexpensive servants' set. s of jugs and hot water jugs, salad bowls and a large ction of teapots, in Samian and other fancy varieties. y are showing new shapes and decorations in china ket sets, with original shapes in trays. The ten and n-piece sets are in pretty patterns. One of the houses resented is

Alfred Meakin, Ltd., of the Royal Albert, Victoria, and hgate Potteries, Tunstall. The firm have a high itation as manufacturers of semi-porcelain dinner and et ware, white granite goods and tiles. In the accom-ying view of a portion of Messrs. Lockett's showrooms srs. Meakin's goods occupy a very prominent position. a special feature of it as a high-class decoration at reason-able prices. There are dinner shapes specially modelled for this decoration. The same underglaze blue band and gold is used in conjunction with badges and monograms, and also with neatly printed border patterns inside the bands. They are showing green bands and gold, also with coloured printed borders inside. Novelties in form and ornament are constantly being added to the company's samples.

Lovatt & Lovatt, The Pottery, Langley Mill, near Notting-ham, are represented by Messrs. Lockett & Sons. They are manufacturers of Langley Ware on which absolutely leadless glaze only is used. Teapots, jugs, pedestals and pots, flower pots and art vases, are amongst their particular

productions, and a large collection of samples is always on show at the London rooms. A few samples are seen in the illustration ; the pedestals and pots and art vases are standing in the front. Messrs. Lovatt are developing the production of pedestals and pots in Langley ware with considerable success. The ware is peculiarly suitable to them and many very effective embossed and coloured ornamentations are shown. "Langley Ware" teapots are shown in several fancy decorations. One of the recent productions is the new "Myrtle" ware gilt. It has all the brightness and freshness of the evergreen shrub from which it takes its name. Teapots, jugs, and vases are shown in this "Myrtle" ware. All kinds of domestic requisites are supplied in Langley ware. Tea and coffee pots, hot water jugs, cocoa jugs, spittoons, tobacco jars, and footwarmers. The firm are famous for their footwarmers with patent screw stoppers. They have a remarkable heat-retaining quality—an important feature in a footwarmer. They are made perfectly smooth so that they are easily slipped into and out of the flannel covers. The season for ordering these is fast approaching, and dealers can have their own names on the warmers if they give their orders in time. There is a good show of "Langley" green fireproof ware. This green fireproof ware is particularly suitable for table use by reason of its neat appearance. Saucepans, pie dishes, bakers, stewpots, and many other articles of daily use in the household are supplied in "Langley" fireproof ware. Printed instructions are affixed to the bottom of each piece of fireproof ware sent out. These are few and simple, and are merely the ordinary precautions which people in a hurry are apt to forget. Of course, everyone knows that there is danger of mischief if perfectly cold water is suddenly poured into a hot vessel ; but they often forget it. The instructions remind them of this and other little matters.

Blair & Co., Longton, are also represented by Messrs. Lockett & Sons, who have a really fine display of "Blair's China" on show at their rooms. This china has made a name for itself, and the firm are sparing no pains to maintain, and if possible, to enhance its reputation. One of their most successful efforts in this direction has been their improved method of firing their ware by gas. They claim that by this process the colours are rendered imperishable, while the gold maintains a greater brilliancy. One of the best lines shown is their Royal blue band, fired by gas. In appearance it is beautifully bright, and with gilt line is a useful stock line. The range of decorations is very extensive—from neat and inexpensive patterns to the elaborately decorated and gilt. A pleasing effect is produced by gold decorations on coloured band. There are many examples of this. A number of cheaper decorations are applied to the same high-class body. All their goods are stamped "Blair's China, England."

Robert Sudlow & Sons, Adelaide-street, Burslem, are represented in London by Messrs. Mogridge & Underhay, 10, Bartlett's-buildings, Holborn-circus, E.C. Messrs. Sudlow & Sons are extensive manufacturers of jet, Rockingham and Samian ware for the home trade, with specialities for foreign markets. The London agents are showing samples of all their productions. These include a great variety of decorated teapots in all makes. Some novelties in jet have choice decorations to suit all tastes—plain jet and gold, and enamelled floral and other patterns gilt. All the familiar jet goods are shown in special forms, including pleasing, but not extravagant fancy shapes. The collection of samples in Samian is equally large, and quite as varied. A very attractive decoration has a green band on Samian. A good assortment of Rockingham is shown. The firm have a good reputation for the sound body of their ware, and they claim that their prices are as moderate as they can be compatible with the high quality they guarantee. Their new "Safety Nesting Teapot" is a strong compact pot, with sunk knob lid. The circular foot of one pot is made to fit over the neck of another one, so that they can be stacked one upon another and in this way carried with safety when used in hotels, restaurants, or on board ship. Exact uniformity in size is maintained, so that the pots may be stacked in a hurry if need be, with the certainty that they will stand firm. Great economy of space is effected in storing these pots when not in use, as they can be placed one on the top of another to almost any height with perfect safety. The nesting teapot is made in plain jet, jet and gold lines, Rockingham, salmon band Samian, and the same with gold lines. Badges for hotels, ships, clubs, and institutions can be added to any pattern. Messrs. Sudlow & Sons supply jugs, hot water jugs, and "Toby" jugs to match any of the decorations.

The Star China Co., Atlas Works, Longton, are well known as manufacturers of specialities. In a trade in which there is such keen competition in every-day goods there is wisdom in producing patented lines and registered designs. The public also get the advantage of this inasmuch as manufacturers are incited to produce articles of convenience and utility that would probably not be



COVERED MILK HORNS.

available if makers were sure of a constant demand for their stock lines. The latest novelty of the Star China Co. is a "covered milk horn" made in their light "Paragon" china. It is a beautiful piece of potting—slightly taper in shape and of a uniform thickness—or we should perhaps say thinness, for its lightness is a great recommendation. It has a cover, the flange of which fits the top of the vessel so exactly that all dust is absolutely excluded. When the horn is being used this cover forms a useful stand. The illustration shows the china "glass" with the cover in position, and also with it in use as a stand. The cover may also be used as a plate for biscuits or fruit when partaken of with the milk. It is admitted that china is the sweetest material to drink milk from. This patent "covered milk horn" keeps its contents cool, pure, and clean. Another advantage of the horn is that it can be safely stacked in very little space—an important consideration at a refreshment counter. Samples may be seen at the show rooms of Mr. Charles Berry, the London agent of the firm, 25, Ely-place, Holborn, E.C.

Mr. A. J. Walters, 15, Charterhouse-street, Holborn-circus, E.C., has on view a fine collection of samples of the productions of the well-known firm of Martin Frères.

noges, whose London agent he is. They include mer, dessert, tea, breakfast, and toilet ware, trinket s, handled triple fruit trays, déjeuner sets, &c. The ms are open on Tuesdays and Fridays only, unless appointment.

. & S. Hingley & Sons (late Mills, Walker & Co.), Albert ss Works, Stourbridge, are manufacturers of all kinds table glass. They have London showrooms at 19, arterhouse-street, E.C., which are always open, and ere their agent, Mr. James H. Service, is just now showing interesting selection of new goods. The firm have, some time, made special features of epergnes and other ms of flower holders, and the novelties include several various colours. Samples of these are shown in the accompanying illustrations. They are made in numerous sizes. Mr. Service has on show a fine collection of Hingley's special fancy glass. The variety of forms and colours in which these are displayed affords plenty of choice to buyers. They are in all colours and many pleasing combinations of colours are utilised with much success. This fancy glass is not confined to flower vases, since tubes, sweets, comports, fruit stands and card trays are made in the same style. We include in the illustration an assortment of these pretty fancy goods. In addition to bright colours most of the pieces are embellished with gold. The whole range is artistic in form and elaborate in decoration, and





L. & S. Hingley & Sons.

tty stands in coloured glass. These are in all sizes from gle vases up to holders with two, three, four, and more ses for cut flowers. There are some new arrangements these receptacles for flowers, both as branches and as nging vases. One of the novelties is a suite of ornants for table decoration. These consist of glass flower lders in various sizes for the centre, sides, and corners the dining table. Nicely shaped flower vases have brass untings in oak pattern. The groups are very effective l have one, two, three, or more holders, as may be quired. The glass portions are made in flint, straw-lescent, and coloured glass. The firm are also showing tterns of flower vases in flint with drops and lines in what will suit the public just now the prices are moderate. Messrs. Hingley are showing samples of cut and engraved table glass including reproductions of some old-time heavy cut patterns. They are also showing globes and shades in crystal and colours, for gas, oil, and electric lights.

Thomas Till & Sons, Sytch Pottery, Burslem, have removed their London show-rooms to Gamage's Buildings 118 and 122, Holborn, E.C. Their London representative, Mr. F. J. Bennett, is making a good display there of the firm's samples, which have just been augmented by some striking novelties for the Christmas trade. The new rooms are spacious, and are conveniently arranged under Mr. Bennett's directions for showing samples very

effectively. Customers will find Messrs. Tills' rooms as accessible as if they were on the ground floor, as a large and comfortable elevator works continuously during business hours. The firm are manufacturers of semi-porcelain and general earthenware. They give particular attention to dinner and toilet ware, and are very strong in the former. They have been very successful with their mazarine blue bands. For the coming season they are utilising that in conjunction with a variety of very pretty floral and conventional designs. The new samples just received include some striking ornamentation on their "Minton" shape dinner ware. The "Minton" is a plain shape (oval vegetable dish), without embossments, and it exactly suits a new and specially engraved pattern, introduced for the Christmas trade. A well engraved floral design is added to a band of mazarine blue and other colours with very pleasing results. The new pattern is full of detail, and is effective in a large variety of styles. It looks well in plain print, and also in printed and gilt, but it is seen to most advantage in the numerous colour combinations, of which specimens are on show at the rooms. There are several of these coloured designs—a very neat one has the pattern in blue and gold, with just a little colour in some of the flowers—a pleasing combination. The pattern is also supplied in rich enamelled colours, one set is attractive in bright colours in the Japanese style of combination. The same pattern is applied to everything, and is seen to advantage on cheese stands and covers, jugs, teapots, &c. A number of capital decorations are shown on the firm's "Saxon" dinner shape—another plain and neat design. The "Rex" toilet shape is shown with several new decorations. A special line, the "Gem" toilet, is ornamented with a neat "wild rose" design in various colours and stippled gold. Reverting to dinner ware, the "Ena" decoration is one of the popular lines of the firm. It has a very neat festoon pattern, outside the mazarine blue band. Mr. Bennett is showing a good selection of jugs and miscellaneous pieces attractively ornamented.

A. J. Wilkinson, Ltd., Royal Staffordshire Pottery, Burslem, are up-to-date manufacturers of earthenware, with specialties in toilet ware and dinner ware. They are represented in London for the home trade by Mr. F. Hodgson, 60, Shoe-lane, Charterhouse-street, E.C.; for the export trade by Messrs. S. Robson & Co., Milton House, 8, Chiswell-street, E.C. Both show rooms are always open, and just now they are resplendent with the company's new shapes and patterns for the Christmas trade. Mr. Hodgson is making a good show with the new samples. It may seem early to be talking about Christmas goods, but every year some dealers know to their loss the disadvantages of ordering too late. The samples which arrived last week are attractive in appearance—just what a retailer wants in his window. In toilet services there are shapes that catch the eye, and decorations that arrest the attention. The visitor to the show rooms in Shoe-lane will be interested in the array of samples of toilet ware. The company have always a good assortment, both in form and ornamentation, and the new goods this season are amongst the best they have ever produced. The most recent is the "Etruscan" set. This is classical in form. The jug is rather squat, by comparison with the tall ewers which have been so much in vogue lately. It is, however, of full capacity, and has a pleasing outline. The basin is a deep round one with non-splashing rim. The Etruscan has no embossments, but is decorated in a number of very pleasing styles, in which neat festoons take a prominent place. The "Louis" shape toilet set is shown in many pretty patterns. The tall straight ewer with its plain surface is well adapted to the neat floral ornamentation applied to it. The same "Louis" shape looks well in shaded art colours. These two shapes, the "Etruscan" and the "Louis" (as well as many others, such as the "Jewel" and the "Elgar"), are shown in white and gold printed, and enamelled patterns. Messrs. Wilkinson have some effective novelties in dinner ware. One of the best at present shown is the "Gadroon" shape, ornamented in various coloured combinations. Of course, the "Gadroon" shape is not a novelty; on the contrary, it is a revival of a very old and very popular dinner shape, but the ornamentations now applied to it are quite modern. In this, and indeed in all their new goods, the company are very successful with coloured effects. They are making good use of a very delicate green, both as a border pattern itself, and also in combination with printed floral and conventional designs. The "Silver" shape dinner set is satisfactory all round. The oval vegetable dish, with sunk lid, is a useful size and a pleasing shape. The "Silver" dinner service is supplied in many printed and enamelled ornamentations. The company make it a rule always to have one or two decorations applied uniformly to every piece of pottery for table use. A new decoration for this purpose is a very pretty "Rose Sprig" in natural colours. Small roses are dotted all over each piece in the set. The "Poppy" is another pattern similarly applied. Amongst the useful articles decorated in this way are teapots, fancy trays and dishes, cake stands, bread trays, triple trays, cheese stands and covers, biscuit boxes, sardine boxes, and jugs of various shapes in sets. There are several novelties in art pots. Two popular shapes, the "Silver" and the "Globe," are decorated with great taste in several attractive styles. Messrs. Wilkinson are showing some nicely modelled and decorated trinket sets at moderate prices. Any of their trinket shapes can be decorated to match any particular toilet set.

Empire Notes.

China and Glass are reported by a French Consul to be among the articles for which there is an increased demand in Mauritius.

Earthen and Chinaware to the value of £102,000 were imported into New Zealand during the year 1905. The value of the import during 1904 was £114,000.

China Clay in Victoria.—In the official return of the metals and minerals raised in Victoria during 1905, kaolin appears as a new item. The amount produced was 589 tons, valued at £513.

A Bed of Clay, suited for the manufacture of the finer grades of pottery, porcelain, and cement, has been discovered, it is stated, up the Gatineau, in the neighbourhood of Chelsea, Ontario, Canada.

China and Glassware in Canada,—A report just received states that nearly all the cut glass now used in Canada is made in this country, the only continental imports being stem and tumbler goods for wine glasses and similar ware. German and Austrian china is being largely imported into Canada at the expense of French ware. The tendency for more colour and heavier designs is becoming more prevalent now in all lines of chinaware decorations. Canadian manufacturers have not yet met with success in producing china.

THE FLINT GLASS MAKERS' SOCIETY.

THE following manifesto, referred to by our correspondent in his communication on the next page on the "Deterioration of English Glass Makers," has been issued for publication.

We are sorry to see in it indications that he new executive intend to repeat the aggressive nd selfish policy on the part of the Society, which has rought disaster upon the glass trade and has practially ruined the Glass Makers' Society. The announcement of the intention of the executive "to conduct the ffairs of the trade" is futile, for the glass manufacturers ere never more determined to conduct their trade ffairs themselves. We are furthermore sorry to read hat in "conducting the trade" the executive do not ropose to give much thought to the welfare of the rade itself, or to the interests of manufacturers, but will have strict regard to the interests of our members. nd those cherished principles upon which our union was ounded." If the executive really wish to "place the trade n a better position" they must in the first place abandon those cherished principles," and must adopt a less ggressive, less selfish, and more enlightened policy. If hey will do this the manufacturers will co-operate ith them and there will be hope for the future. One assage in the circular we are very pleased to read. It s, however, not in accordance with the early attitude of he Society, and we welcome it the more on that account. he executive say: "We desire districts and individual nembers to encourage and practise a kindly feeling owards employers, and interest in the firm's success."

The circular announces that Mr. John Husselbee, of tourbridge, has been elected general secretary of the ociety in succession to Mr. Henry Stanley, of Glasgow, hat Mr. W. Bradford of Dudley, has been elected finanial secretary, and that the new executive council conists of Messrs. John Husselbee, J. Bell (Stourbridge), W. radford and W. Hampshire (Dudley), and J. Blunt Round Oak). Mr. J. Bell takes the position of presient of the Executive Council, and Mr. W. Hampshire hat of vice-president.

The circular continues: It is the usual duty of an incoming xecutive to briefly outline, so far as possible, its future policy.

We purpose conducting the affairs of the trade with economy nd efficiency, having also strict regard to the interests of our embers, and those cherished principles upon which our Union as founded.

Although the balance has recently been favourable, unfortunately is not the result of improved trade, or because more members ave obtained employment, being chiefly due to the drastic financial lterations necessarily adopted by Conference, viz., the severe ntraction of the unemployed scales; the extension of the period om six to twelve months, which a previously run-down member ust work before being entitled to the highest scale; and above l by the financial separation from the trade of aged superannuated embers by the time limit. In this connection there is a future rious position being created by the total disconnecting from e society of young members who, after running through the ales, do not or cannot pay the retention fee. This severed class a floating menace highly dangerous to the society. Contributions e admittedly high, and in some cases seriously burdensome, ut for some little time at least appear necessary. One grave use is that almost every district, certainly every large district, as a class termed unemployed, who in numerous instances are bsolutely unable to meet the exacting requirements of the present ade. These are a permanent charge upon the contributions nd must remain either a financial burden to the sad end, or be ttisoned, the last being a cruel remedy and policy of which we ncerely trust the trade has seen the last. This unfortunate ass, by repeatedly clamouring for positions for which they are nsuited, are creating two serous positions, restricting the proper velopment of the capable young upon whom the future and salvation of the trade depends, and causing dangerous friction with employers, as each secretary naturally, but acting against his knowledge, is repeatedly attempting, almost forcing, these men into situations. If the younger members can obtain legitimate advancement, they will be in a better position to pay contributions, and take greater interest in their own and the trade's welfare. "Hope deferred maketh the heart sick."

These essentials are said to be identical and should be, but unfortunately sometimes run opposite as the poles. This should not be, as the success of a trade depends upon mutual forbearance and hearty co-operation of employer and employed. We earnestly desire districts and individual members to encourage and practise a kindly feeling towards employers and interest in the firm's success, and we should expect employers to reciprocate such feeling, strictly observing the positions and rights of their workmen. We feel the trade can, and must be, placed in a better position. It is a beautiful one, both ornamental and most useful, capable of extensive adaptability, and with the mutual assistance of both sections we hope to bring about the desired improvement. The existing producing conditions of the trade make against its resuscitation. The same old shell, same kind of furnace and pots, rigidly limiting the weekly production of glass, no change in these changeful and progressive times. In the States we had the opportunity of seeing a glass house, Tiffanys', Long Island, the managing director of which once managed a glass works in Stourbridge. A ten-pot furnace used solely for the production of the metal About eight yards from it a cone-shaped furnace of eight holes, with *fixed* collars of various sizes, at which the blowers warmed in accordance to the size of the article they were blowing. Five yards distant an exactly similar furnace for the blowers, the three being on a line. Running parallel with the furnace is a row of small gas furnaces, at which the workmen worked apart from all, but in close contact and within easy reach of his hand, a small tap, the easy turning of which regulated the heat of his furnace, from the roof of which were suspended air tubes, with nozzles to fit the iron, to which they could be easily attached to blow the heavier weights. A turbine engine (fed by oil, as were all the furnaces) drove the whole concern. There being no oil wells in Long Island, it was brought in tanks from Manhattan Beach. Oil fuel gives the American manufacturer a tremendous advantage over the English, but what could the English glassmaker do if he had the facilities of production possessed by his competitor in the States?

(One American firm works out 200 pots in one week, being somewhat equal to the turn out of molten glass for all the firms in the Stourbridge district. This is accomplished by a process of working a pot out, and on refilling applying a gas heat by special surroundings, which enables the refilled pot (ton of glass) to be fused to founding or plaining heat, yet at the same time not affecting the normal heat of adjoining pots on either side, enabling the gatherers, who fetch on end of tubes the required amount of liquid glass to make the required article any set have to produce.)

Why, do what the Yank boasts he can, "beat creation"? Above all things the future of the glass trade depends upon the better facilities for the workers.

We respectfully request secretaries to send unto the G.S., as early as possible, a list of their unemployed, together with the class of work they have been accustomed to. We appeal to them to leave out of their lists members of proved and known incompetency so that such shall not be sent at considerable expense to the trade, injury and loss to the men with whom they would have to work and the employer who would be expected to engage them.

We are also expecting employers to be reasonable in their applications, and ask them to unmix, as far as they can, the class of work they require men to make, and not unnecessarily mix it, as it is the many pattern chairs at which the ordinary unemployed member has little chance of suiting.

In conclusion, so far as circumstances permit, we shall do our utmost to make the society financially strong, for therein lies our strength, with a view to the safe reduction of contributions, coupled with the hope of giving relief to the aged sufferers who are so rapidly passing away. It is our duty and intention to watch over and safeguard the interests and privileges of our members, giving due respect and consideration to those of the employers, hoping ultimately to improve the trade from its present most unsatisfactory condition. We enter upon our serious and difficult duties with a full sense of our responsibility, but determined, so far as our humble abilities permit, to accomplish that desirable object. We ask for that whole-hearted and universal assistance by which alone complete success can be achieved.

The Birmingham "Daily Post" comments upon this address as follows:—Has the glass trade reached a turning point in its history? The question arises out of a circular issued by the officials of the trade union. When they read the extracts, Midland manufacturers will wonder at the tone of sweet reasonableness. Members are asked to encourage and practise a kindly feeling

towards employers and interest in the firm's success, as the trade can, and must, be placed in a better position." Things were not always thus. There was a time when relations between the union and the employers were most strained. The latter were positive in their assertions that the union, by adhering to old-fashioned methods, was solely responsible for the decline of the industry. Probably the manufacturers contributed to this loss of position, but there cannot be the slightest doubt that one of the most important of them—if not, in fact, the only one as was alleged—was the unwise attitude adopted by the union. Seldom has a trade been hampered by more vexatious restrictions than those imposed by the glassworkers. Output was limited; employers were not even at liberty to choose whom they would employ—the whole system of factory management lacked elasticity. Whether the trade would have done better under ordinary circumstances it is impossible to say, but certainly the conditions prevailing prevented it making such progress towards modern commercial methods as it might have been capable of achieving. The circular makes a further point as to the rigid limit which existing conditions impose upon the production of glass, and adds: "Above all things the future of the glass trade depends upon better facilities for workers." The only logical interpretation of such a clause is that the union is now prepared to assist in introducing the changes in methods which will place the industry in a more sound and vigorous condition. This alteration of attitude is interesting, but it comes rather late in the day. Had it been made ten or twenty years ago the glass trade might have been better able to respond to it. But during recent years more and more ground has been lost to the foreign competitor, and it is very probable that the hold which he now possesses upon our markets is too firm to be easily disturbed. In any event, the process of recovery must be longer and much more arduous than it would have been had the men's trade union seen reason years ago.

Mr. John L. Dobbins, Secretary of the American Glass Workers' Union, is at present in the country, and is being entertained by the English Glass Makers' Society.

ARE ENGLISH GLASSMAKERS DETERIORATING?

(COMMUNICATED.)

ON the above subject Mr. Stanley, the General Secretary of the union, appears to be attempting to force a controversy in which I cannot participate. My object, I repeat, is not to cause friction or ill-will, but to induce the present-day worker not to make the mistakes of the past and let Continental nations profit by them. The general secretary asks me to "show them the reforms necessary, and give details of how this should be done."

It is not for me to show them or advise in what way reforms should be made. But my desire is that the leaders of the union should abrogate many of the anomalies underlying these antiquated customs and strike out in a new and more liberal direction.

The old apprentice law, the law in connection with applications for situations, may not be the sole cause of the glass trade of England going down, but undoubtedly the impression is abroad that the trade union is responsible for some at least of the depression in the trade.

America is practically an infant in comparison with England in the art of glass-making; and yet they are selling, and beating us, in our own markets, and their workers have higher wages. What is the cause? For any trade to live it must for ever be progressing, and for a nation, a town, or a trade to be beaten in the struggle for a living is a disgrace.

My first contention was—and I still maintain it—that the trade union, with its 40 per cent. of non-workers, cannot find men to fill up situations of any character where a little extra skill is required beyond the ordinary run of articles. I never "suggested that the workless glassmaker could qualify for better class work while he is severed from it." I will also grant that the actual workers "are at present producing work of as good a quality as formerly." But what a few! There are, and always will be, certain men who will rise above their fellow-workmen, but the majority of the workers in the glass-works seem to have lost the energy, the earnestness, and the desire to be the skilled workmen their forefathers were, and, in the writer's opinion, appear to have settled within themselves the idea, "What is the use of trying? None of us can come to anything. There is little or no chance of us being promoted,"—and have settled down to an indifference that is not healthy to a trade requiring the skill and artistic taste that the glass trade demands. Hence my remark, "Arouse yourselves." For the time is not far distant when the workers will have to adapt themselves to the requirements of the times, and those who do not must be left in the race for existence.

Are the glassmakers deteriorating?

I think the manifesto of the newly elected general secretary to the trade will better answer the above question than anything I can write, for therein, speaking of contributions, he says:—

"These are admittedly high and in some cases burdensome, but, for some little time at least, appear necessary. One grave cause is that almost every district—certainly any large district—has a class termed unemployed, who in numerous instances are absolutely unable to meet the exacting requirements of the present trade. These are a permanent charge upon the contributions, and must remain either a financial burden to the sad end, or be jettisoned—the last being a cruel remedy and policy, of which we sincerely trust the trade has seen the last. This unfortunate class, by repeatedly clamouring for positions for which they are unsuited, are creating two serious positions, restricting the proper development of the capable young man upon whom the future and salvation of the trade depends, and causing dangerous friction with employers, as each secretary, naturally, acting against his his knowledge, is repeatedly attempting, almost forcing, these men into situations.

"If the younger members can obtain legitimate advancement, they will be in a better position to pay contributions, and take greater interest in their own and the trade's welfare.

"We appeal to (secretaries) them to leave out of their lists members of *proved* and known incompetency, so that such shall not be sent—at considerable expense to the trade, injury and loss to the men with whom they would have to work, and the employer who would be expected to engage them."

If a man of the experience of the new general secretary makes these statements, I think my case is proved beyond a doubt.

In reference to "unwritten laws," shall I be wrong if I say that the strike at Messrs. Stevens & Williams, Brierley Hill, a few years ago, which has been the mainspring of all the troubles the Glassmakers' Union has encountered for some time, would never have taken place had you at that time men in power more liberal in their ideas and more moderate in their demands.

That strike has depleted your funds by thousands of pounds, reduced your roll of members by hundreds, compelled you to throw over your old men when they needed most your protection, and has shaken your union to its very foundations.

Truly there are "two sides to every question." But the employers' side in this, as in many others, was never considered; and yet I assert in this case not a law in your books was violated, not one of your principles was at stake, and yet untold misery has been brought about by want of thought and moderation. "Save us from our friends."

I have only goodwill for all connected with the glass trade, and my desire is, if there is "a splendid future" for us, that the glassworkers' employees shall share it, and that the mistakes of the past shall be a warning light for the future.

Trade Notes.

he Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

The Dalston China and Glass Stores have been opened 66, Dalston-lane, N.E.

The Direct Art Pottery Stores have been opened at 41, High-road, Ilford, E.

Mr. Gilbert, china and glass dealer, has opened new emises at 96, Kirkdale, Sydenham, S.E.

Mr. T. Palmer, china and glass merchant, has relinished the business at 372, Edgware-road, N.W.

Leslie & Co., china and glass merchants, are opening w premises at 101, Green-street, Forest Gate, E.

Mrs. M. Chetham, china and glass dealer, is relinishing the business at 186, Kentish Town-road, N.W.

Stevens & Son, china and glass merchants, have quired the premises 74, Mitcham-road, Tooting, S.W.

Mr. A. Sutherland, china and glass merchant, has linquished the business at 67, Sydenham-road, Lower denham, S.E.

Mr. C. J. Bishop, Hart Hill, Allerton, Liverpool, glass anufacturer, has been appointed a Justice of the Peace r Lancashire.

Mr. S. Drake, china and glass merchant, has relinished the business at 136, Seven Sisters-road, Finsbury ark, London, N.

Mr. E. Lawrence, china and glass merchant, has recently quired the business at 106, Wood-street, Walthamow, London, E.

Byers & Sellers, china and glass merchants, announce eir intention of shortly vacating the premises 167, Highad, Streatham, S.W.

The distribution of prizes to the successful students at e Pottery Classes held at Longton, Stoke, and Tunstall, ll take place at Tunstall on the 19th inst.

The Late Mr. Wm. H. Jones, of 2, Grosvenor-avenue, oke-on-Trent, of the firm of Brough & Jones, earthenre manufacturers, left estate to the value of £6.177.

Mr. T. Kelley, glass bottle manufacturer, Windleshaw ouse, Abbey-road, St. Helens, has been appointed a stice of the Peace for the borough in which he resides.

The "Pottery Gazette" Diary, 1907, is just going to ess, and will be finally closed on September 8. All vertisements and alterations must reach the publishers once.

Mew Bros., china, glass, &c., dealers, 38, Union-street, yde, I.W., were honoured on August 4, by a visit from e Queen of Spain and Princess Beatrice, the Royal party aking extensive purchases.

Wm. Gardner & Sons (Gloucester), Ltd., will have hibits of their sifting and mixing machinery in Bay 24 the Bakers' and Grocers' Exhibitions to be held in ndon on September 8-15 and 22-29 respectively.

The Jug, constructed for hanging in an inverted posin, and mentioned in our last, as made by Booths, Ltd., the registered shape of Mr. W. N. Hibbert, of West rwood, Messrs. Booths manufacture it under licence m him.

Mr. O. Emanuel, 13, Thavies-inn, and 4 and 5, Holborncus, E.C., has taken up the London agencies of Paul iller, Selb, Bavaria, the Berliner Porcelaine Manutory of Teltow, the Rhenish glass works, and the lesian glass works.

Mr. James Marshall has acquired the interest of Mr. R. K. anz in the business of Marshall, Franz & Co., pottery d glass agents, and the concern will in future be carried under the style of James Marshall & Co., at 2, Dyers'ildings, Holborn-circus, E.C.

Mr. F. Hodgson, 60, Shoe-lane, Charterhouse-street, E.C., has been appointed London agent for Messrs. Edward Asbury & Co., Ltd., china manufacturers, Sutherland-road, Longton. Mr. Hodgson is now showing samples of the company's goods.

A. Rushworth & Co., Ltd., 1, John William-street, and 2, Westgate, Huddersfield, have bought the stock and goodwill of the china, glass and earthenware business carried on by Miss Bowker, under the name of Bowker & Co., at 27, Cross Church-street, Huddersfield.

Unmanufactured clay to the weight of 58,268 tons and valued at £64,387, was exported from the United Kingdom during the month of July, 1906. Both quantity and value show a large increase as compared with the corresponding month of either of the two preceding years.

Trewheela China Clay Co., Ltd.—Registered July 19. Capital, £4,000 in £1 shares. Objects: To carry on the business of buyers and sellers of and dealers in china, clay and stone, bricks, tiles, and pottery, brick and tile manufacturers, &c. No initial public issue.

The St. Pancras Guardians invite tenders for the supply of earthenware and glass for twelve months. Samples must be viewed at the Workhouse, King's-road, N.W. Forms of tender may be obtained from Mr. A. A. Millward, clerk, Town Hall, Pancras-road, N.W., and must be returned to him by 10 a.m. on September 11.

Universal Stores, Ltd.—Registered capital £2,000, in £1 shares. Objects, to acquire the business carried on at Oldham-street, Manchester, as the "Universal Stores," and to carry on the business of importers, exporters, and manufacturers of hardware, glass, china, fancy goods, &c. No initial public issue. Registered office, 58, Hanover-street, Manchester.

A Dissolution of Partnership has taken place in the old-established firm of Watson Bros., china and glass merchants, Minster-street, Reading, Mr. A. E. Watson, the energetic secretary of the China and Glass Dealers' Association, having been taken into partnership as junior partner. The business will be carried on under the designation of Watson & Son.

Novelty Glass Co., Ltd.—Registered capital £2,000, in £1 shares. Objects, to carry on at Birmingham and elsewhere the business of manufacturers of and dealers in tea tables, splashers, draught tables and bamboo furniture, inlaid with novel sanitary glass, tumblers, stained glass, &c., and to adopt an agreement with A. J. Davis and W. Garbett. No initial public issue. Registered office, 80, Livery-street, Birmingham.

S. W. Dean, Ltd.—Registered capital £100, in £1 shares. Objects: To take over the business of a manufacturer of white granite, semi-china, general earthenware, jet and Rockingham, carried on by S. W. Dean at Newport Pottery, Burslem, Staffs, as S. W. Dean, successor to Edge Malkin & Co., Ltd., and to adopt an agreement with the said vendor. No initial public issue. Registered office, Newport Pottery, Burslem, Staffs.

Price, Sons & Co., of Bristol, inform us that they have arranged with William Powell & Sons to acquire their business as Bristol Stoneware Manufacturers, and to incorporate it with their own. They have secured the services of Mr. John Balley, who for more than thirty years has been connected with Powell & Sons. Mr. Septimus Powell, the sole surviving partner of William Powell & Sons, ceases to have any interest in the business, which will be carried on in future as Price, Powell & Co.

Patent Glass Enamelling Co., Ltd.—Registered capital, £1,000, in £1 shares. Objects, to adopt an agreement with W. Atkinson for the acquisition of patent No. 12,554 of 1906, relating to a process for enamelling or glazing metallic and other surfaces, and to carry on the business of manufacturers of and dealers in pottery, earthenware, terra-

cotta, bricks, pipes, and ceramic ware of all kinds, &c. No initial public issue. Registered office, Globe Works, Powell-road, Frizinghall, Bradford.

Earthenware Contract.—The Guardians of the West Ham Union invite tenders for the supply of earthenware (leadless glaze) to the workhouse, infirmary, and school for 12 months, dating from October 1, 1906. Each tender must be on a printed form, which may be obtained on application, or will be forwarded on receipt of a stamped addressed brief-shaped envelope, and must be delivered at the Clerk's Office, Union Workhouse, Leytonstone, N.E., not later than 10 a.m. on Sept. 12.

Mr. Caleb Kilner, of Ivanhoe Lodge, Conisbro', near Rotherham, has been appointed a Justice of the Peace for the West Riding of Yorkshire. Mr. Kilner is senior partner in the firm of Kilner Bros., Ltd., glass bottle manufacturers, and manager of their Conisbro' factory. He is also a member of various trade and public bodies. He has worked his way up from very small beginnings to the high position he now occupies by diligence and ability and persistence, and is widely respected.

Thermal Syndicate, Ltd.—Registered capital, £10,000, in £1 shares. Objects, to adopt agreements (a) with the Right Hon. Lord Armstrong, R. A. S. Paget, C. H. Merz, W. McLellan, and Sir George T. Goldie, (b) with the said C. H. Merz and W. McLellan, and (c) with the said C. H. Merz, H. McLellan, and J. F. Bottomley, and to carry on the business of manufacturers of all kinds of goods made of glass, silica, magnesia, alumina, and other fusible refractory materials, porcelain, enamels, fireclay, and ceramics, &c. No initial public issue. Registered office, Neptune-road, Wallsend-on-Tyne.

Successful Students.—Mr. Thorogood and Mr. Thomas Jones, the masters of the Wedgwood Institute School of Art, Burslem, are to be congratulated on the success attained by their pupils. Percy Gleaves has secured a Royal Exhibition Scholarship value £100, and Sydney Tushingham has won a National Scholarship also value £100, both tenable at the Royal College of Art, London. Arthur Scott has won a local scholarship value £60, tenable at any school of art in the country. We congratulate those students of the Wedgwood Institute School, no less than their tutors, upon the success they have achieved.

Meeting of Pottery Workers.—A largely attended meeting of workmen employed at the pottery of Lovatt & Lovatt, Ltd., was held on August 25 at Langley Mill. Mr. H. Basford (Heanor) presided, and said he understood the meeting had been specially called to celebrate the coming into benefit of the men who had recently joined the Potters' Union. He could assure the firm that the men did not wish to claim anything that was unjust or unfair. Mr. J. Lovatt, Hanley (general secretary of the Potters' Union), moved a resolution congratulating the workpeople of Lovatt & Lovatt, Ltd., on maintaining their position as members of the Union until becoming entitled to the society's funds. The resolution was seconded by Mr. A. Goddard (Langley Mill), and carried.

Gas Firing.—We understand that on October 13 Mr. W. F. Murray, Tothills-by-Stevenston, Ayrshire, is giving a paper on "Gas Firing—Trials and Experiences." It appears that Mr. Murray had some ovens firing successfully by gas 10 years ago at Rutherglen Pottery, Glasgow, but owing to ill-health he had to retire from active participation in the business. The ovens did not prove so successful in other hands, and were subsequently dismantled. It is possible that gas firing was not understood so well then as now. We learn from one who had facilities of observation that the gas producers, after Mr. Murray left, leaked in such a way that the gas really burnt in the producer before it had a chance to do its work effectually. Mr. Murray has a set of model ovens on view at the Pottery Laboratory, Tunstall, and we understand he is making another set for his paper.

Stourbridge Glassworkers' Outings.—The glass-cutters of Webb and Corbett, Wordsley, recently had their summer outing to Worcester, the start was made at seven o'clock. At Mitre Oak they indulged in bowling on the green and then continued the journey to Worcester which was reached at 11.45. The return journey was very pleasant, home being reached at one o'clock. On Aug. 18 the employees of Thos. Webb and Sons, Ltd., Dennis Glass Works, had their annual outing to Tewkesbury. The party, which numbered about 90, started from Brettel Lane station shortly after 8 a.m., and at Worcester the s.s. Holt Castle was chartered, in which the rest of the journey was taken on the river Severn. Upon arrival at Tewkesbury, dinner was partaken of at the Abbey View Restaurant, after which the company split up into parties, and visited different places of interest. On the return journey the thanks of the employees were heartily accorded to the firm for their generosity.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office in July was 86. Of these 14 cases occurred in the pottery trades. The total number of reported cases in all trades in the seven months ending July 31, was 475, as compared with 413 in the same period last year, showing a total increase of 62 cases. The number of cases reported in the pottery trades during the first seven months of this year was 68, as compared with 6 cases last year. There was no case of death from lead poisoning in the pottery trades in July, but for the seven months ending July 31 there were 2 deaths this year, and the same number of deaths in the same period last year. Among house painters and plumbers there were 13 reported cases of lead poisoning, and 2 deaths in July last, while for the completed seven months there were 95 cases this year as compared with 78 cases last year. There were 23 deaths from lead poisoning among house painters and plumbers in the first seven months of this year as compared with 1 deaths in the same period last year.

The China and Glass Dealers' Association.—A meeting of the Birmingham and District branch was held on Aug. 16 at the Swan Hotel, Birmingham. Mr. W. T. Church, Northampton, who presided, said the Association had not made much headway in Birmingham owing to the ill-health of the secretary, and the difficulty of obtaining a Birmingham gentleman to undertake the presidency. It was hoped that in the future this difficulty would be overcome, and that the branch would be as successful as other branches had been. In the committee's report it was mentioned that various matters taken up by the Central Association had affected the members of this branch, such as manufacturers dealing directly with the public, or disposing of seconds in towns where the members resided; overcharges made by some firms for packing expenses, &c. It was decided to hold another meeting shortly, to support the Central Association in its endeavours to counteract these evils. A satisfactory balance-sheet was presented, and the report of the committee adopted.

A Useful Exhibition.—The Secretary of the English Ceramic Society has arranged with the leading pyrometer manufacturers to give an exhibition and practical demonstration of the instruments used for registering and recording high temperatures such as those which obtain in pottery ovens. The exhibitions will be held in the Town Hall, Stoke-on-Trent, in the afternoon and evening of September 22, and will be open to the public. A faithful record of the fluctuation of temperature in pottery kilns and ovens is most desirable, and the merits of the various pyrometers now on the market have been freely discussed. The proposed exhibition will, therefore, be a

nteresting and opportune object lesson to manufacurers of all kinds of pottery. Manufacturers will have he opportunity of seeing the best instruments on the narket, and of judging for themselves what instruments re likely to be useful under special or general conditions. The trade are indebted to the Ceramic Society or their useful action. On the same evening Mr. W. Burton will deliver to the members of the Society the pening address of the session, and will make it appropriate by giving some of his experiences with pyrometers n pottery ovens and kilns.

Educating the Public.—A short time ago we were at he Worcester Royal Porcelain Works, and were interested n noticing the large number of visitors who called to ook over the public showrooms. (Not the showroom sed for trade purposes.) The Worcester Company have dopted a plan by which visitors who desire to see the rocess of china manufacture can do so on application at he showrooms between 9.15 and 12 and between 2.15 nd 5, except on Saturdays, when there is no admittance fter 12. A charge of 6d. is made for each visitor, who s entitled to a guide-book. This is to relieve visitors rom feeling under an obligation to give gratuities. Visitors are conducted over the works, and are shown the rocess of china manufacture in all its stages. They are hown the grinding mills, the throwing and turning ooms, figure-making rooms, biscuit oven, dipping oom, glost oven, painting and gilding room, and urnishing room. They are then taken to the famous nuseum. Visitors from all parts of the country—all arts of the world, in fact—go to the Worcester Works. When a lady who has been there goes to a dealer to uy a tea set or a vase, and is shown high-class goods nade by any firm, she will realise that the price asked or them has been earned. People who have seen good hina made and ornamented will be more satisfied with he price they pay for it than those who have not. The Worcester Royal Porcelain Co. are rendering the trade service by educating the public in this direction.

Recent Company Liens Registered.—Cauldon (Brown-Westhead, Moore & Co.), Ltd., Earthenware Manufacturers, Stoke-on-Trent.—Issue of £500 5 per cent. debentures, part of a series created to secure £40,000. Property charged—(By Trust Deed): Copyhold canal wharf, offices, and earthenware factory at Cauldon-place, Stoke-on-Trent, and two plots of land forming the site hereof (subject to a mortgage dated November 1, 1865), nd copyhold land at Shelton, Newcastle-under-Lyme. By Debentures): The company's undertaking and property, present and future, including uncalled capital. Total amount previously issued of same series, £28,000.—Godwin & Hewitt, Ltd., Tile Manufacturers, Hereford.—Issue of a 5 per cent. first mortgage debenture of £100, part of a series created August 21, 1901, to secure £15,000, charged on the company's undertaking and property, present and future, including uncalled capital. Total amount previously issued of same series, £12,500.—Carter & Banks, Ltd., Tile Manufacturers, London.—A trust deed and £1,800 6 per cent. debentures, created by resolution of even date, charged on certain leasehold stables in rear of St. Margaret's-road, and ground in Brockley-road, Brockley, and the company's other assets, present and future, including goodwill and uncalled capital, have been registered.—Pountney & Co., Ltd., Potters, Bristol.—Issue of £300 4½ per cent "A" and £11,500 5 per cent. "B" debentures, parts of series created to secure £20,000 and £30,000 respectively. Property charged—The company's undertaking and property, present and future, including uncalled capital. No trustees. Total amounts previously issued of same series, £1,000 "A" and £17,500 "B."

Government Departments and Leadless Glaze.—Our Parliamentary correspondent reported, too late for insertion in our last issue, that in the House of Commons, on July 26, Sir Charles Dilke asked the First Commissioner of Works whether, on account of the large wastage by breakage, the Office of Works has ceased to supply the House of Commons with plates, cups and other articles of leadless glazed ware; whether the change of system was accompanied by any recommendation as to the use of leadless glaze or of ware coated with glaze which conforms to the stand ard adopted by the Office of Works in its own contracts; whether any similar change of system has taken place in case of other departments formerly supplied by or advised by the Office of Works; and whether his Majesty's Government will consider the possibility of again calling the attention of other departments to the desirability of using ware coated with leadless glaze. Mr. Harcourt's reply was as follows:—The change in the system whereby the Refreshment Committee of the House of Commons receives a subsidy in lieu of direct supplies of china and earthenware was not due to the large wastage by reason of leadless glaze being used, but to the fact that better control could be exercised over demands if the Committee had to pay directly for the supplies. The change affected supplies of all kitchen plant, linen, china, and glass. The change in the system took effect prior to the introduction of leadless glaze. The system of granting subsidies or allowances is general throughout the large public departments. The attention of the various public departments will be directed to the desirability of using ware coated with leadless glaze or with a glaze which conforms to the Office of Works standard, but the purchase of these articles is entirely in the discretion of the Refreshment Committee.

China Clay on Dartmoor.—The Duchy of Cornwall has decided to grant a lease for the working of the deposits of china clay at Redlake, on the southern side of Dartmoor. As a rule, china clay is treated on the spot where it is raised, and the finished produce is carted or trucked to the nearest railway or quay. In this case it is proposed to adopt a system of water carriage which will convey the clay to a point near the Great Western Railway at Ivybridge, where it will be transferred direct from the drying-house to the railway trucks. The clay-laden water is to be pumped to concentration pits from an adit, which will be driven into the deposit. After the necessary treatment for the extraction of the mica waste, sulphate of alumina will be added in the proportion of 3 grains to the gallon in order to hasten the process of precipitation. The effect of this will be to separate at once 40 per cent. of the water, which will be returned to the clay pits to be used again. The remaining 40 per cent. will be conveyed by means of a 9 in. earthenware pipe line a distance of five miles to Western Beacon, a little to the north of Ivybridge. There other pits will be situated, and 23 per cent. more of the original water will be extracted and turned into the river. The concentrated clay will then run down a steep incline to a point near the railway, where the final settle pits will extract a further 14 per cent. of the original water. Of the remaining 3 per cent., 2·66 per cent. is evaporated, and 0·33 per cent. remains in the clay. It is anticipated that there will be a yearly output of about 30,000 tons of clay.

Owners' Risk.—Shortly before the adjournment of Parliament, Mr. A. G. Hooper obtained leave in the House of Commons to bring in "A Bill to amend the law relating to railway and canal companies' rates and conditions of conveyance." A short time ago Mr. Hooper, in the course of a speech, said he hoped to endeavour to deal with the question of owners' risk by introducing a Bill into the House of Commons, and it is right he should do so, as he is a member of the Committee on Railways and Canals

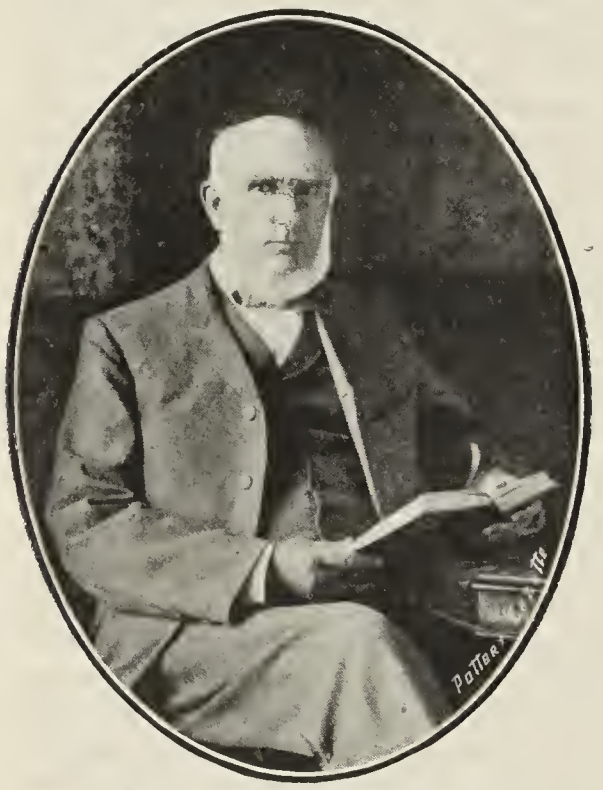
SOME FAMILIAR FACES IN THE GLASS TRADE.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

MR. PHILIP PARGETER, J.P., STOURBRIDGE.

IT is so long since Mr. Philip Pargeter was actively engaged in business that it would not be strictly correct to say that his is one of the most "Familiar Faces" in the glass trade to-day. It was so a quarter of a century ago. At that time no one in the glass trade was better known, and none was more highly respected than the subject of this sketch. We are able to give an excellent likeness of Mr. Pargeter, reproduced from a photograph taken recently at his own house by Messrs. Elliott & Fry.

Though this will probably be the first time the majority of our readers have seen it, there are still many of the older members of the trade who will be pleased to see again, if only in print, the—to them—"Familiar Face" of one who, in their time, played an important part in the history of the Stourbridge glass trade. If not in the trade outside the district I am able to say, from personal knowledge, that Mr. Philip Pargeter is one of the best known personalities in the town and neighbourhood of Stourbridge, the principal seat of the glass trade. Mr. Pargeter attained his eightieth year on February 13 last. On that day he attended a meeting of the Stourbridge Town Council, and presented the report of a committee of the Council of which he is chairman. The members present tendered him their heartiest congratulations, and united in expressing their best wishes for his health and happiness. He was born at Wordsley on February 13, 1826, and having spent all the eighty years that have intervened since then in the same district he is in the happy position of enjoying the respect and esteem of those amongst whom those years have been lived.



MR. P. PARGETER, J.P.

Photo by Elliott & Fry.

Having known Mr. Pargeter thirty years ago it was a pleasure when I was instructed to call upon him and to obtain, if possible, some of his reminiscences for the information of the readers of the POTTERY GAZETTE. He lives in a beautiful, and what is of more importance, a comfortable house at Longlands, Stourbridge, surrounded by pretty grounds in which an abundance of flowers were blooming at the time of my visit. I called upon him very early one morning, and though at first he was reluctant to say anything for publication, because, as he said, he "was quite out of the trade," he yielded on my explanation that a few particulars of the glass trade as it was in his busy days would be interesting and acceptable.

Mr. Pargeter had much to say about the glass trade, but I shall limit my record of our interview as far as possible to his personal connection with it. He has been engaged in it all his life. He began to work in an informal way when he was very young, and as he was fond of engraving, he was apprenticed to his uncle, Mr. Benjamin Richardson, in 1840. When he had served his apprenticeship he continued to work for his uncle's firm, Messrs. W. B. & J. Richardson, at the Wordsley Glass Works. He worked for them as an engraver until he was twenty-six years of age. Trade was brisk then, and he had ample opportunity not only of perfecting himself in his art, but of acquiring general business knowledge. In 1852 he struck out a new line, took a shop of his own in Wordsley, and did engraving for the trade generally—his uncle's firm amongst the rest. At one time he and his assistants were doing more or less work for every glass maker in the district. He was successful in this undertaking and continued it for about eleven years, and then entered into partnership with his uncle, Mr. W. B. Richardson, and Mr. W. J. Hodgetts, as glass manufacturers, under the style of Hodgetts, Richardson and Pargeter. This arrangement continued until 1871, when he left the firm, in a perfectly friendly manner, and commenced manufacturing on his own account at the Red House Glassworks, Wordsley. His principal lines were flint, cut, engraved, and etched table glassware of all kinds.

"I suppose the Stourbridge glass trade was prosperous then, Mr. Pargeter?" I asked.

"Of course it was not in the deplorable condition in which it is to-day; but manufacturers were loud in their complaints even then. There was, as you know, a temporary rush of business just after the conclusion of the Franco-German War, but for some years prior to that there had been a gradually increasing importation of Continental glass, yet no effort was made on the part of either manufacturers or workmen to meet the competition. For some years after the introduction of Free Trade there was a great boom in all the manufacturing industries of the country—except the glass trade. There was a largely increased demand for cheaper table glass, and we could have supplied it comfortably, but the men would not let us. The glass blowers formed a society for the purpose of maintaining wages. They limited the number of hours their members should work, and they put a limit on the amount of work each man should do in those hours."

"Did they succeed in keeping up wages for any length of time by those methods?" I asked, for it appeared to me to be exactly the difficulty that has faced manufacturers in recent times.

"Yes; it kept up the price of English glass, and that was what both manufacturers and workmen wanted. But the demand was for cheaper glass, and in much larger quantities than had ever been asked for before. The foreign makers took advantage of the opportunity and supplied the immense quantities at cheaper rates, while we could only supply the smaller demand for higher priced goods."

"Then do you imply, Mr. Pargeter, that the free importation of foreign glass was the cause of the decadence of the English glass trade?"

"We will not discuss 'Free Trade and Protection' now," said Mr. Pargeter; "I only know that the demand for the lower priced table glass could have been comfortably met if the workmen had gone the right way about it. They wanted to keep up their own wages without any thought of the future. This was why they objected to apprentices: they did not want to increase the number of workmen lest that should lead to a reduction in wages. There is no doubt that some of the manufacturers encouraged this. They thought prices could be maintained to last their time, and they do not seem to have thought much of what would follow. The cost of production in every one of our manufacturing industries had been reduced

o that the prices of the productions had been reduced also ; but the consumption in every case had been enormously ncreased, so that the trades all benefited—exeept the glass trade."

" How were you affected at this time, Mr. Pargeter, it the Red House ? Had you any difficulties with your nen ? "

" With my own workmen I should not have had any rouble, but they, like all others, had to obey the rules of he society, which would not let them do what I wanted, nd what they were willing to do. With the view of keeping he works employed in some way I developed the production of Venetian and other coloured glass, ornamental flower vases, mirrors, candelabra, &c. A different class of men from those usually employed on table glass made these, but this did not alter the fact that while there was a greatly increased demand for table glass of a certain kind it was supplied by foreign makers."

" Were you at the time satisfied with this fancy trade n place of the trade in table glass ? "

" No, indeed : I was so dissatisfied with the position that I made up my mind to leave the trade altogether as soon as I possibly could. My only reason for this decision was the difficulty I had in dealing with the Flint Glass Makers' Union. They claimed to be masters of the situation, and the rules of their Society handicapped me so heavily that I determined to leave the trade, driven from it, I may say, by their aggressive and intolerable conduct. In 1882 an opportunity presented itself and I disposed of the business at the Red House Glassworks to Mr. Stuart, formerly of the firm of Stuart & Mills, and I have had no active conneetion with the trade since."

" I suppose other manufacturers were subjected to the same treatment by the Glass Makers' Union ? I mean by this that you had no reason to suppose there was any personal animosity to yourself by the union officials, or by the workmen ? "

" Oh, dear, no. I was on the best of terms with my own workpeople, and if we could have made our own arrangements without the restrictions of and without the intervention of the Union Committee, we should have got on very well together, and I should not have retired just then. I do not say the Union officials treated me worse than other manufacturers at the time. Mr. Stuart, who succeeded me, was, I suppose, more tolerant of interference than I was. His firm of Stuart & Sons are at the Red House Works still, and are turning out beautiful richly cut and engraved table glass. They are amongst the few manufacturers who maintain the best traditions of the Stourbridge flint glass trade. There would have been more of them, and consequently more glass makers would have been working to-day, if the trade had not been harassed by the injudicious interference of the Union officials. You know how many manufacturers have gone out of the trade ; look at the number of glass works that have been closed in this district. Davis Greathead & Green, Ruffords, Edward & Joseph Webb, Joseph Stevens (Dudley), Hawkes, Badgers, Rice Harris, Gammon, Lloyd and Summerfield, Sarsons, and others I cannot think of. Changes, of course, are always going on by death and retirement, as in my own case, but if matters were all right the business should go on. The works I have named, and some others, have been closed and are now standing in ruins. The furnaces of these would perhaps employ five hundred glass makers, and double that number of decorators."

" But has not this been brought about by the importation of foreign glass at cheaper prices ? I remember, Mr. Pargeter, what you said about not discussing Free Trade and Protection, but does not the competition of foreign manufacturers account for the loss of a great part, at any rate, of our glass trade ? "

" Yes, it does ; but because we did not meet competition as we could have met it, if the unionists had not been full of such antiquated notions. They refused to adopt processes which were employed on the Continent, and which tended to reduce the cost of production ; they limited the output far below the working capacity of most of their members, and they in many ways interfered with the economic management of the works. Their only idea was to keep up wages. They did not think of the future of the trade and what it meant to the manufacturers and to th emselves. Trade was good, and they were satisfied to think it would last their time. But it has not lasted their time, and the general ordinary glass trade has gone from them entirely. But with all this we still retain the high-class glass trade. The skill and ability with which Stourbridge manufacturers produce crystal with artistic effects not dreamt of in my time are admired all over the world, but we are deficient in the means and methods of producing the glass that is every day required by middle-class consumers at home and in our colonies."

" I, of course, am bound to admit your view of the present conditions of our trade, though I have not hitherto ascribed it so fully to the causes you name. But I must not detain you too long, and should like to ask you, Mr. Pargeter, if you have any suggestions to make as to how we can recover this lost trade ? If a duty is imposed on foreign glass imported will it enable us to reopen some of our closed glass-houses, or to open new ones ? "

Mr. Pargeter shook his head ominously as he said : " No, I do not think it would. It is easier to keep a trade when you have it than to get it back when you have lost it. Besides, we have not only lost the trade, but have lost the means of doing it. Our glass makers ought to have increased in numbers as the population, and the consequent demand for glass increased ; but the opposite has been the case. The demand for domestic glass has increased even in greater proportion than the population, yet the Glass Makers' Union has continually restricted the number of glass makers. If there had been no glass makers in the world but themselves that policy might have answered ; it would have kept up their wages and made glass very dear. One would have thought that when they found foreign tumblers and wines were coming into their market they would have looked to the more speedy and more economical production of these goods. But they did not. They adhered to their old restrictions ; they carefully nursed their Society, but they starved their trade."

" Well, Mr. Pargeter, if you cannot suggest a remedy I should not know where to ask for one. Is there no way of recovering at least a large portion of our glass trade ? I hope there is."

" The bulk of the glass we are compelled to import now is for the use of licensed victuallers, and for our middle-class population. If I had the capital and the disposition to build new works expressly to compete with these imports I could not find men enough to supply the licensed victuallers of London alone. It may seem un-English, but the only way I can see of bringing that trade to this country again would be for a wealthy syndicate to import a number of foreign workmen, who would work according to the most improved methods (whatever they are), and who would be unfettered by the ridiculous and suicidal restrictions imposed on our workers by their Union. English workmen might then be induced to follow the same lines and so bring the English trade back into English hands."

I thanked Mr. Pargeter for giving me so much of his time. Though not in business he is an active man in spite of his years. For forty years he has been a member of the Board of Guardians, and has twice been its Chairman. He is also Chairman of the Local Council and takes his

turn as a Justice of the Peace. Mr. Pargeter's retirement at a comparatively early age has been a great loss to the trade. This loss can only be computed by the encouragement he gave to the higher branches of it while he was a manufacturer, and by the useful work he has accomplished in other spheres since his forced retirement. It is to be hoped that trade unionists will bear in mind that it was their unreasonable action which caused a manufacturer who had done so much to elevate the glass trade to retire from it prematurely.

THE PYROMETRY OF FIRING CLAY, WITH SPECIAL REFERENCE TO PYROMETERS OF RADIANT ENERGY.*

(SPECIALLY CONTRIBUTED.)

THE original object of firing clay was to render it sufficiently solid to handle and also sufficiently dense to be impermeable to liquids. The primitive methods of the early potters are well known. By degrees, however, taste and demand improved, so methods had to be altered. Clay articles became more decorative, were exposed to greater heat to give them lustre, and to produce brilliant colours. But, as the art of decorating has become more perfected, precautions have become more needful. At the present large numbers of pieces are worked upon at the same time, on the same clay or enamel, are submitted to the same treatment, the same trituration, and, not the least difficult or important, to the same degree of firing for colour, size, and durability. The nature of clay remains still an unsolved problem. But we know physical structures and chemical composition are inseparable for the potter, inasmuch as he is continually to face the effect and operations of fire. We are told of refractory bodies, such as SiO_2, Al_2O_3, Fe_2O_3, and CaO, but these bodies when mixed intimately are found to flux under the influence of comparatively moderate heat, exercising under certain circumstances an injurious pyrometrical influence. Again, alumina is a most valuable constituent of clay, and plays a decisive part in influencing its properties. It is not only in itself difficult to fuse (indeed, it is more refractory than silica), but it also increases the refractory character of the silicates.

Physical analysis teaches the relationship of the clay substance and non-disintegrated minerals. It gives no conclusions representing phenomena, which are more or less depending on chemical composition, but chemical composition is not sufficient for a potter, giving very little information as to the physical properties of a clay substance, and only admits of conclusions being formed upon the assumption that all the components whose presence is demonstrated and divided by chemical analysis will provide certain results.

Now, the potter, if he must entirely control his productions, makes firing and physical tests if only to check and add to the value of a chemical analysis.

In firing, we must remember the calorific value of coal does not depend on whether it is slow or rapid in burning. To possess a good coal is one thing, to understand how to use it another. Firing is the only process that can exert upon clay articles such an influence for good; therefore the measuring of this process is at the same time of great importance, and often uncertainty, and is receiving in consequence increasing attention. The potter cannot be beside, or intimately control each piece or events, and so far has to rely on trials to assist him.

Contraction forms, as a pyrometer, the method generally adopted. Contraction in firing is entirely a different thing to contraction in drying. It depends on the rate of heating, and firing, when the substances are brought slowly to a given temperature. The contraction is less when rapidly heated, and the difference increases to about 1,000 deg. F. At higher temperatures the difference gradually decreases. The contraction in good biscuit firing increases the strength; on the other hand, there is a marked diminution in measurement and volume without any essential alteration in weight, hence contraction can only be explained by the fact that the body possesses hollow spaces, which, under the influence of heat, contract. This is fully determined by the actual porosity; hence the amount of porosity depends on the contraction of the clay, and is thus used by the potter as a test, who applies his tongue to feel the quantity of suction in a piece of biscuit ware.

Wedgwood's pyrometer is based on this theory of contraction, and was one of his greatest achievements. But at present, a potter has no means of accurately recording the heats throughout the oven for future references and for constant and simple use. If two or more kilns be built alike in every respect, no two of them will fire alike. In biscuit firing it is the amount of work the fire is doing that is the essential matter, and not whether the oven has simply reached certain required degrees of temperature. For the potter temperature alone will not guide him, but the time and degree of firing, so that there may be, in firing clay ware, constant but slow contraction, and thus produce only solid fired ware, whether it be china, tiles, or ordinary ware, and so far experience has not been able to supply electric pyrometers with entire success, as I hope to briefly indicate. The present system of empirically telling by the unaided eye the colour and quality of heat is the oldest method known. To-day science has effected in other industries such as iron and steel-making not only greater economies, but safer and more scientific results through systematic pyrometry. There are a number of electric pyrometers suitable for such furnaces:—

(1) The platinum resistance pyrometer. This is a type operated by an electric current flowing along a conductor, and experiences a certain amount of resistance, which depends on the sectional area and the temperature. It has been found the greater the heat the greater the resistance. Therefore, we must find the resistance of the conductor when the desired heat is attained. Its usual form is a piece of platinum wire in the form of a spiral coil in a porcelain tube. This was modified by Callender by winding the wire spirally on a framework of mica, and adding compensating wires to counterbalance the effect of heats on the leads. The wire is often eventually influenced by deleterious furnace gases.

(2) The thermo-electric couple pyrometer depends for its action on the electro-motive force generated when the junction of two dissimilar metals is heated. If the free ends of the metals are joined to the terminals of a galvanometer, the electric current flows through the instrument. The intensity of the electric current thus generated is a measure of the temperature to which the junction is heated. The metals used are platinum opposed to an alloy of platinum, either with 10 per cent. iridium or 10 per cent. rhodium.

An ingenious pyrometer consisted of an iron U tube projecting inwards from the side of the kiln. A flow of water passed a thermometer outside before entering the kiln, and returning was again compared by another thermometer, the difference being calculated to compare with the actual heat of the kiln. This gradually became unreliable owing to the tube becoming coated with soot and rust.

With the thermo-electric method some very useful

* Extract from a lecture given in the Technical College, Glasgow, by J. Arnold Fleming, F.C.S.

cording instruments have been made, such as the Roberts-
ustin. Also the D'Arsonval type of galvanometer, consist-
g of a coil of insulated wire of a resistance of fully 100 ohms
spended by a spiral suspension between the poles of a
rmanent magnet; a needle attached to the coil plays
er the graduated scale, and indicates in this way the
tensity of current passing through. This galvano-
ter can be placed at a reasonable distance from the
ing. But this instrument cannot, so far, be employed
th success as a self-recording one, say, with a pen on a
ll of paper. But, as already mentioned, the Roberts-
ustin instrument, and now the D'Arsonval, record the
ats photographically by attaching a mirror to the
il; light, passing through a slit, is reflected from the
irror, and falls on an automatic moving sheet of sensi-
ed paper, thus recording the movements of the needle
d coil and the work in the furnace periodically. Potters
ll appreciate this advantage when it is pointed out that
e sitter-up of the kiln or oven would know that every
o or three hours he had produced photographic records
the work he was doing. The record can be made to
volve on a drum in three, six, or twelve hours.

An ingenious instrument of recording is made by Messrs.
aird & Tatlock, Glasgow. The galvanometer is similar
D'Arsonval type, but the scale consists of a movable
rrup, which is depressed by clockwork every minute.
ie indicating needle, which is provided by a sharp point,
ays under the scale, and when the latter descends this
int is brought into contact with an inked strip of cloth,
d thus marks the position of the needle on the paper
low it. The paper, which has a graduated scale, similar
that of the galvanometer, has also the time in hours
d minutes marked along its edge, and is made to work
wly forward by a clockwork mechanism, thus showing,
the temperature is steadily maintained, a steady tracing,
it can record during twenty-four hours all that occurs
ery minute. Each division represents 20 deg. C., and
nperature can be estimated to 5 deg. C. fairly easily.

Various methods have been tried from time immemorial.
rometers based on the expansion of solids, liquids, and
ses by heat or even acoustics.

Change of state, such as Seger cones, Holdcroft bars,
melting-point of metals, their alloys, and salts.

The Calometric Method.—A ball of metal is heated in
fire, and when the desired temperature is attained the
ll is withdrawn and plunged into a certain quantity of
ter. From the rise of temperature of the water the
nperature of the furnace is calculated. The metal
tinum is preferred, as it does not oxidise when heated
d has no chemical action on water.

The most ancient method of ascertaining high tempera-
res of glowing substances, and still generally adopted in
pottery, is in estimating it empirically from the colour
the glow or radiation. Potters all know how apt this
method is to fail, depending on the individual, and how experience must be gained by long and continued practice and often serious loss.

Optical Pyrometers.—These use this radiant energy emitted by the furnace, utilising the intensity of the heat radiation and the phenomenon of the polarisation of light. These pyrometers using radiation of the luminous rays are the only pyrometers which are entirely outside and uninfluenced directly by the furnaces. The phenomenon of the luminous rays of a substance increasing with its temperature, and rising in intensity in the order of their succession in the spectrum from red to violet and blue, has been now known some time. But the law, according to which such altered intensity of the luminous rays in the single colours is through an equation connected with the rise of temperature, has been brought about by the researches of Wien and Planck. This law applies mainly to so-called "dark bodies," of which lampblack is a good example. They have a high emissive power, whilst that of highly polished metallic surfaces, such as bright platinum, reflects much light, absorbing little, therefore, and is, as a consequence, far off a "dark body."

According to Kirchhof, however, the intensity of radiation of a closed space surrounded by walls impervious to heat, that is, the walls of the furnace, having as much heat as the articles contained, and provided with a spy-hole, may be taken as a dark body, so that for potters a kiln or oven may be said to comply admirably with the theory of a "dark substance," as the radiation is not affected to a measurable degree.

One may also assume that this theory, or law applies to all glowing solid or liquid masses from an industrial point of view. Theoretically, from the luminous radiation of a narrow part of the spectrum we are able to determine the intensity, and thus the temperature, of glowing substances.

On account of the optical pyrometer only indicating correctly the temperature of "dark substances," and that transparent flames cannot be determined according to Wien's law, great care should be taken in measuring. Applying the theory of radiant energy, we see that a heated substance parts with some of its energy of heat into space, and that this heat then assumes the form of radiant energy, and travels through space with great velocity. Ordinary or absorbed heat may thus be converted into radiant energy, and, on the other hand, radiant energy may be reconverted into absorbed heat.

We have such optical pyrometers as the Le Chatelier, Wanner, Féry, and others, utilising the intensity of heat radiation and the phenomena of the polarisation of light. These radiation pyrometers are the only pyrometers which are entirely outside the furnaces, and are practically uninfluenced by the surrounding atmospheric temperature.

In the resistance pyrometer and the thermo-electric couple pyrometer it has been found very difficult, if not

Fig.I.

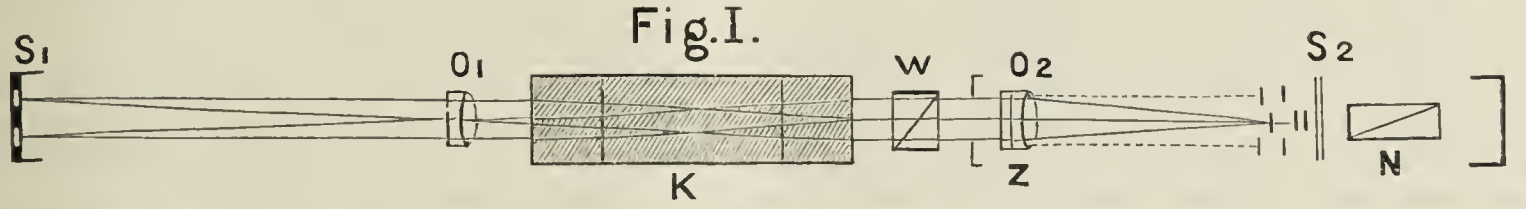
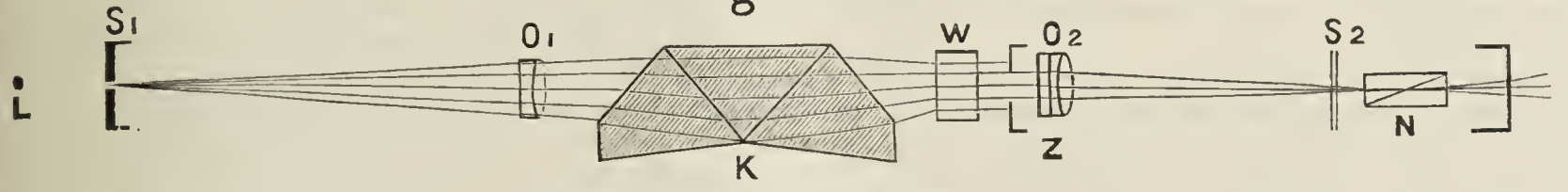


Fig.II.



The Wanner Pyrometer.

impossible, to construct anything of solid material which can be maintained at a high temperature without some change in its physical properties. These latter defects may be caused by the furnace gases, and also the wire may gradually lag, owing to its continued tension when it is at a high temperature.

THE WANNER PYROMETER.—In this pyrometer the intensity of the furnace is compared with that of a 6 volt electric lamp. In external appearance it is a telescope 12 in. long. The end nearest the firing has two slits, one-half of which is covered by the small electric lamp. When the instrument is pointed to the spy-hole of the furnace the field as viewed through the eyepiece is seen to be two semi-circles; one is illuminated by the small electric lamp, the other by the radiancy of the furnace. The two halves of the field are now adjusted equally by rotating the analyser, which forms the eyepicce of the instrument, and from the angle through which the eyepiece has been turned to produce the equality of colour, you attain the temperature of the furnace by referring to a table.

Figs. I. and II. show sections of Wanner pyrometer in two planes at right angles to each other. The light from the two sources A and B (lamp and furnace) passes through the slit S, which lies in the focus of the lens O. It is broken up into its constituent colours by the prisms K, and is subsequently polarised by the Nicol's prism Z, and are afterwards brought to a focus by the lens O_2. Two images of A are due to the ordinary and extraordinary rays, and two of B are thus formed, but thc prism L is so constructed that the image of A, due to the ordinary rays, coincides in front of the eyepiece slit S_2 with that of B, due to the extraordinary rays. On looking through the eyepiece the upper half of the field is seen illuminated by rays from A and the lower half by those from B, as the sets of rays are polarised in planes at right angles to each other. Rotation of the movable Nicol prism or analyser N has the effect of intensifying or weakening one-half of the image, as the case may be.

The electric lamp is adjusted periodically by comparing with a lamp burning amyl-acetate. In many industries this Wanner photometer has been of great advantage in giving safer and more rapid results.

The method of measuring is so simple that any intelligent workman can make himself familiar with it in a very short time. Wanner's pyrometer or photometer was the first instrument for measuring high temperatures by an established law. Its accuracy and utility generally is now certified by the Physikalische Technische Reichanstalt, Charlottenburg. Although it does not indicate directly the observation, it is easily and quickly made where a number of measurements, such as round an oven or kiln, have to be made; it is possible to work quicker than with any electric pyrometer so far. M. Féry, Professor of Physics at the Ecole de Physique et de Chemie, Paris, has now produced a radiation pyrometer where the personal element is almost entirely done away with. In the Wanner pyrometer an error can be made in adjusting the equality of illumination in the rotation of the lens, or by the colour perception, or any other peculiarity of the individual operating. No standard illuminant is required. The pyrometers are of two varieties, the "mirror pyrometer" and the "lens pyrometer." The radiation emitted from the glowing solid mass, passing through the spy-hole of the furnace, falls on a concave mirror, or upon a system of lenses, as the case may be, and is thus focussed. In this focus is a thermo-electric couple, whose temperature is raised by the radiation falling on it. Hencc thc greater the radiant energy of the furnace, the greater thc increase in temperature of the thermo-electric couple. In this arrangement the instruments are not affected by the size of the observation hole, and, of course, are unaffected by the atmospheric absorption of the radiant energy. This instrument can be used from a little over 500 deg. C. (glow, dull red) to 7,800 deg. C., the heat estimated of the sun.

To use this instrument for measuring high temperatures the furnace is sighted through an eyepiece; the image of this hole is brought then into coincidence with the thermo-junction. It is essential the radiant heat should slightly overlap the junction, which appears to the eye as a black disc in the centre of the field of view. The image of the hole is reflected to the eyepiece by two mirrors placed close to the couple. These help the adjustment of the focus. They are so arranged that the image appears split in halves, which only coincide when the proper focus is attained. The image now formed upon the junction produces a rise of temperature proportional to the amount of radiant energy. With great velocity the glowing mass gives the junction the temperature, producing an electro-motive force, which is measured by a highly sensitive galvanometer whose scale is divided to read in Centigrade degrees.

This galvanometer—the Meylan-D'Arsonval—comprises a moving coil with a needle carried by a torsion strip, which is attached to a spring support to minimise effect of vibrations. The coil moves between the poles of a permanent magnet. The instrument can be fully 30 ft. away from the pyrometer, and although very delicate and consistent it is of a fairly substantial construction and is unaffected by external influences.

So far it has attained the position better than any other of solving the problem of measuring the temperatures of firing the ovens by a pyrometer and registering the high temperatures by a galvanometer, almost unaided by any skill on the part of the fireman.

In these days of keen competition, other industries are adopting pyrometry not only as a means of knowing with precision and not empirically as hitherto the amount of work the fuel is doing, but the time arrives when this fascinating and at the same time complex subject must have greater and more scientific attention.

Temperature alone, indeed, in firing ovens is not everything; but if by any means it could be standardised, a large percentage of oven losses could be saved, if not eliminated. As was remarked by an eminent practical potter lately, the firing of some firemen is heart-breaking. It is more than ever necessary to obtain all the help we can. These remarks do not pretend to lead to any solution, but are merely to demonstrate that this subject is having great attention in other countries as well as our own. Pottery firing requires peculiar treatment, and it remains for us to solve the firing temperatures accurately and consistently, attaining that economy so much desired by all skilful potters. Practical potters, working with what scientific help is offered, feel how complex a substance clay is; how in firing, complex chemical and physical reactions do take place; how with even the forms of articles, the most minute change in mixings or in the trituration of materials may cause varied firing results, though the firing trials be Seger cones, Holdcroft bars, or any other form of firing trials may look perfectly good or in order.

Unless a potter controls the firing he can in no other sense control the produce of his mixings of clay, glaze, or colours, as well as forms of the articles. The subject looks a simple one, yet the process is complex and elaborate. In no process is close and continued attention more essential if the best results are to be obtained. As in scientific investigation, the smallest gleam of truth has its value and its position, so in a pottery, and in firing particularly, every ascertained fact has its value also, and if it gets its proper place it will bring its reward in the general result.

J. ARNOLD FLEMING, F.C.S.

XPORTS OF BRITISH MADE CHINA, EARTHENWARE, AND GLASS DURING JULY, 1906.

	Quantities. Month ended 31st July.			Value. Month ended 31st July.		
HINA, PORCELAIN, AND EARTHENWARE.	1904.	1905.	1906.	1904.	1905.	1906.
o Germany ..... cwts.	5,486	4,312	6,099	£7,830	£7,017	£7,992
, France ..... ,,	8,676	9,118	9,402	5,749	6,490	5,253
. United States of America ..... ,,	35,686	40,380	47,979	41,534	46,278	50,702
, Brazil ..... ,,	8,026	13,715	9,411	6,786	7,900	10,269
, Argentine Republic ..... ,,	21,373	21,861	43,150	7,944	9,499	15,289
, British South Africa..... ,,	—	19,358	15,080	—	10,300	6,944
, British East Indies ..... ,,	11,432	17,469	26,413	7,532	10,388	13,755
, Australia ..... ,,	12,994	10,887	20,106	19,457	12,602	16,973
. New Zealand ..... ,,	4,528	6,623	5,660	5,179	7,429	8,288
Canada ..... ,,	25,316	17,873	36,433	23,388	17,984	26,125
Other Countries ..... ,,	124,210	53,837	77,535	51,757	44,952	45,279
MADE UP AS FOLLOWS :						
orcelain, Chinaware, and Parian ..... ,,	3,872	1,379	1,374	14,924	12,813	9,966
arthenware, including semi-Porcelain, Majolica, and Glazed Tiles ..... ,,	89,746	103,491	123,840	107,794	129,434	150,849
t, Rock'm, and Glazed Terra-cotta.. ,,	589	153	49	3,385	202	103
d, Stone, Brown and Yellow Ware .. ,,	150,379	98,342	155,865	31,409	22,183	28,175
her Sorts (including Electrical and Chemical Ware) ..... ,,	13,141	12,068	16,140	19,644	16,207	17,776
GLASS.						
British South Africa .....value £	—	—	—	77,174	97,989	6,101
Other Countries ..... ,,						103,598
MADE UP AS FOLLOWS :						
ate Glass .....cwts.	5,051	12,534	10,986	7,638	16,891	16,233
nt Glass ..... ,,	4,660	5,098	5,741	13,833	15,464	17,559
ass Bottles .....gross	47,458	56,090	60,965	30,161	35,369	38,089
ass Manufactures, other sorts .....cwts.	28,232	34,077	43,031	25,542	30,265	37,818

IMPORTS OF CHINA, EARTHENWARE, AND GLASS DURING JULY.

	Quantities.			Value.		
	1904.	1905.	1906.	1904.	1905.	1906.
rcelain, Chinaware, and Parian.....cwts.	10,443	3,562	4,111	£33,224	£16,432	£22,304
rthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ..... ,,	18,410	25,485	25,677	32,727	48,120	50,765
, Rock'm, and Glazed Terra-cotta.. ,,	48	34	1,310	254	275	286
d, Stone, Brown and Yellow Ware .. ,,	3,120	442	3,609	1,509	368	1,046
ner Sorts (including Electrical and Chemical Ware) ..... ,,	1,813	3,535	2,446	4,617	2,591	3,310
ndow and German Sheet Glass ..... ,,	71,856	97,604	93,171	43,416	56,995	51,946
te Glass ..... ,,	48,667	35,671	40,269	55,905	42,344	52,892
nt, plain, cut, or ornamented, and other Manufactures of Flint Glass .... ,,	43,499	70,070	71,437	72,612	112,714	104,044
ss Bottles .....gross	135,455	122,555	122,666	55,555	52,489	51,373
ss Manufactures, other sorts .....cwts.	24,391	6,111	4,384	48,479	10,257	7,369

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (COLONIAL AND FOREIGN MANUFACTURE) FOR JULY.

	Quantities.			Value.		
	1904.	1905.	1906.	1904.	1905.	1906.
celain, Chinaware, and Parian .....cwts.	3,237	1,302	1,375	£8,450	£5,718	£6,242
thenware (including semi-Porcelain, Majolica and Glazed Tiles) ..... ,,	1,421	2,403	809	5,266	5,440	1,641
Rock'm, and Glazed Terra-cotta.... ,,	1	—	—	5	—	—
l, Stone, Brown and Yellow Ware .. ,,	1	—	—	3	—	—
er Sorts (including Electrical and hemical Ware) ..... ,,	504	24	2	1,348	58	7
ndow and German Sheet Glass ..... ,,	2,565	410	2,842	1,282	208	1,353
te Glass ..... ,,	60	75	73	142	96	102
nt, plain, cut or ornamented, and other Manufactures of Flint Glass ..... ,,	1,652	5,669	1,114	4,308	9,670	1,163
ss Bottles .....gross	1,536	2,348	2,462	1,072	963	1,470
ss Manufactures of other sorts .....cwts.	856	524	724	2,132	1,562	1,727

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, June 27 to July 25, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to July 25, 1906. Packages.	Corresponding period 1905. Packages.
To Boston	795	445	4,303	3,804
„ New York	649	662	3,448	3,887
„ Baltimore	1,445	1,387	8,463	7,254
„ Philadelphia	121	23	790	586
„ New Orleans	770	336	2,403	2,380
„ Newport News	93	98	763	601
„ San Francisco	97	265	891	585
„ Portland, Me.	89	7	508	325
„ Galveston	95	267	613	551
„ Portland, Or.	35	31	653	305
„ Inland Points	1,059	1,008	7,304	9,454
Total	5,248	4,529	30,139	29,732

ANOTHER CALUMNY ON THE POTTERIES.

A MANCHESTER weekly paper, The "Sunday Chronicle" (we may say it is not a religious publication) is giving in each issue a leaf from the "Diary of An Outcast." The notes in the diary deal with various industries. In the issue for August 5 there are two full columns of misrepresentations of the Potteries. The writer tells us that he collected his materials for the article during a night spent in a "doss-house," from a speaker at a Social Democratic meeting in the square at Hanley on a Sunday morning, and from a conversation with a Hanley shopkeeper. The first column is in the well-known "Man and Dog Fight" vein. The following is a reprint of the second column, dealing with the amateur critic's views on

Lead Poisoning and Its Antidote.

"The conditions of life and labour in the Potteries do not appear to be much, if at all, better than those in the Black Country; and, in addition, there is still, in spite of much Governmental inquiry and some inadequate legislation, always the danger of lead-poisoning, with all its horrible effects. The dangerous processes of the pottery work are regulated under the "Lord James Award," and a great improvement has resulted from this; but, nevertheless, no fewer than thirty-two new cases of plumbism were reported during the first four months of the present year.

I made inquiries on the subject of a number of persons in a position to speak with authority, and they all agreed that new and more drastic legislation is required. They agreed, too, that the provisions of the existing law are largely evaded, especially as to the percentage of the fritted lead used. Needless to say, these persons were not manufacturers.

The pottery workers themselves are convinced, almost to a man, that beer is the best antidote to the dangerous lead. Professors Thorpe and Oliver somewhat cautiously supported this view. Certainly, beer seems to be the natural antidote to the unspeakable dulness and gloom of life in the five squalid towns that constitute the Potteries—Longton, Stoke, Hanley, Fenton, and Burslem—I have been through them all. Each one seems worse than the others; but, as in the Black Country, people live and die there without knowing anything about the spacious, glorious world outside of their heavy smoke pall.

The Only Joy.

In "The Sowers," Mr. Seton Merriman said that the Russian peasant "ekes out an existence which would be valueless if he were a teetotaler." He added that "any man who has noted the singular unattractiveness of Russian life can scarcely deny the fact that, if one deprive the moujik of his privilege of getting gloriously and frequently intoxicated, one takes away from that same mouji the one happiness of his existence."

These words are quite as true of the pottery workers North Staffordshire. In the wretched slums of Hanley o Saturday night I have seen drunkenness as brutal an bestial as could be witnessed anywhere, but I cannot wond at it. If I had to live and work there I am quite sure should soon be absorbing as much alcohol as I could affor to pay for. Especially would this be the case on Sunday when the ardent Sabbatarians, who seem to rule th local authorities, shut up the free libraries, the museum and other improving institutions, so that the churches an the public-houses may avoid competition. They hav recently even forbidden funerals and weddings on Sunday but the volumes of smoke which rolled out of the factor chimneys on the Lord's day I was there showed that th only industry was "still doing business at the old stand," to a certain extent, at all events.

"I have come here from Manchester to try and mak you Hanley people discontented!" Those were the word with which I heard a man begin his speech at a Social Demo cratic Federation meeting in the Square at Hanley, o Sunday morning. If only he could succeed! But, unfor tunately, the people in the Potteries do not realise wha a poor sort of life they lead, and how vastly it may b improved. They do not even realise—many of them—that they are poisoned with the lead from their birth that they are anæmic, undersized weaklings, far inferio in physique even to the average of England's slum-dwellers Use has accustomed them even to the frightful risk o "working in the lead."

But they do object, judging from the talks I have ha with some of them, to the way certain provisions of th present legislation work out in practice. Workpeople wh are discharged because the medical inspection shows tha they have got the lead into the system receive very inade quate compensation. It is a common practice for th examining physician to put "v.f." ("very fair") on th report of a man he has inspected.

A Danger Signal.

"That is the danger signal to the employer," said Hanley shopkeeper, who is familiar with conditions in th Potteries.

"When he sees 'v.f.' he says to himself, 'I mus get rid of this man; he's going to get the lead badly, an he'll come on me for compensation.' In less than a wee the man gets the sack, and he can't get a job in any othe factory in the Potteries."

"The employers say there is no sweating here," is shopkeeper added; "but that is not true. Many of e men earn big wages, but other get precious little. Most the women are very badly paid. Girls, who have to rk long hours at tasks requiring considerable skill and ining, and a certain amount of taste, think themselves ky if they get six or eight shillings a week."

More stringent legislation is evidently required, and it ll probably come in time. When it does it is to be hoped numerous defects in the existing law will be amended. y criticism of the Potteries is most bitterly resented ally, and the employers seem to have established a gn of terror in the district. Anybody who talks to you out lead poisoning and kindred topics begs most earnestly at his name shall never be mentioned.

I have little doubt that this article will be denounced a tissue of lies by those whose interests are opposed to trictive legislation. The "Staffordshire Sentinel," ich appears to think the Potteries an ideal place to live will probably call it "the usual kind of nonsense," d say that "a viler libel on the district was never mned." Those were its criticisms of Mr. H. W. Nevison's ent very truthful article in the London "Daily ronicle." It is surely passing strange that all the un-judiced outsiders who visit the Potteries either speak or ite this "usual kind of nonsense."

The following letter was sent to the "Sunday Chronicle" m this office:—

"DIARY OF AN OUTCAST."

TO THE EDITOR OF THE "SUNDAY CHRONICLE."

SIR,—In your issue of the 5th inst. there is an article der this heading dealing with the Potteries, the potting lustry, and pottery workers. The description given the district shows that the writer knows very little about his account of pottery workers is cruelly untrue, while want of knowledge he displays in speaking of the indus- would be ludicrous if the effects of the wide publicity give to such misrepresentations were not so serious. If . Claude Blake had said about an individual or a firm at he has so flippantly said about a class and an industry, would he held responsible for his statements in a court law. He has, however, sheltered himself behind neralities.

As ours is the organ of the pottery industry and of pot- y workers, we ask you to give publicity to our emphatic utation of the attacks upon both made by your con- utor. A refutation in our own pages will not answer purpose, since the POTTERY GAZETTE circulates amongst mbers of the trade only. We are sure, therefore, we y rely upon your sense of fairness to place this communi- ion before the readers of the "Sunday Chronicle," o have already read the "Diary of an Outcast."

We will say no more about the preamble to this chapter of diary than that it is pure fiction, and no intelligent der will mistake it for anything else. The writer leaves o be inferred that he was drawing upon his imagina- n. (He has not, however, the merit of originality in method of doing so, since he follows exactly the line pted by Mr. James Greenwood some years ago.) But he subsequent sections, those headed "Lead Poisoning Its Antidote" and "A Danger Signal," the author rly wants to be taken seriously. The mischief is that majority of readers of the "Sunday Chronicle" take him seriously. No one in the trade will, and no resident in the Potteries will.

t is indiscreet—to use a very mild term—on the part ven an able journalist to pose as an experienced tech- l expert. Mr. Claude Blake is not competent to speak matically about "the dangerous processes of pottery k," and therefore his comments upon them are not of any value to those who understand them. But the readers of the "Sunday Chronicle" cannot be expected to understand them, and may possibly place a fictitious value on the statements he makes.

When the author of the Diary says, "A number of persons in a position to speak with authority are agreed that new and more drastic legislation is required," we say it is not true, and we challenge him to prove it.

When he says "the provisions of the existing law are largely evaded, especially as to the percentages of the fritted lead used," he makes a grave charge against H.M. inspectors, whose duty it is to examine the fritted lead used.

When he speaks of "the five squalid towns that constitute the Potteries," and adds that "people live and die there without knowing anything about the spacious, glorious world outside of their heavy smoke pall," Mr. Claude Blake shows his ignorance most conspicuously. The five towns themselves are, admittedly, not now the quiet rural districts, with beautiful scenery, they once were. They are to-day busy industrial centres where china and earthenware are made. To make these, ovens are required, and to fire the ovens smoke (at present, at any rate) is a necessity. But in the near country round about there is some of the most beautiful scenery in the kingdom. Of course, those who, like the author, only spend "a night in a doss-house" in the district can see none of this.

Mr. Claude Blake does not know that the Pottery towns furnish some of the finest choirs in the kingdom; that a chorus was specially chosen from the Potteries to render an important new work in London; or that Pottery choirs have for many years been awarded the principal prize at the National Eisteddfod. He does not know that at the recent examination of art students, students from the Pottery towns were amongst the most successful.

When he speaks about the people in the Potteries as "undersized weaklings, far inferior in physique even to the average of England's slum-dwellers," he evidently has never heard of their ability on the football and cricket fields.

He anticipates criticism, and says his article will probably be called "the usual kind of nonsense." We give him credit for prescience in this solitary instance. But in his concluding sentence he says, "It is surely passing strange that all the unprejudiced outsiders who visit the Potteries either write or speak this usual kind of nonsense." Here he lapses into error again. Unprejudiced outsiders do not write this usual kind of nonsense. It is only sensational writers like Mr. James Greenwood, Mr. H. W. Nevison, and Mr. Claude Blake who write it.—Yours truly,

THE EDITORS OF THE "POTTERY GAZETTE."

Belgian glassware exports for the six months ending June 30, 1906, are officially recorded as follows:—Coarse, 13,909,800 kilos, £290,960; fine, 307,700 kilos., £28,680. The coarse varieties show an increase in quantity but a decrease in value. The finer sorts have increased slightly in weight and considerably in value..

"Scandal in Porcelain."—Under this heading an evening paper says:—"'Sèvres is cheap to-day' appears to be the reflection suggested by revelations now being made. The famous china has, in fact, come to be regarded as a convenient form of currency in transactions to which it would not always be convenient to give a name. An artist to be complimented, a politician to be placated for services in the past or for possibilities in the future, received orders on the great national porcelain factory. In late years the practice has reached the dimensions of a scandal, so marked that the management of the factory have at last taken heart of grace to stop it. Henceforward the establishment will not, in any circumstances, part with goods except against cash.'"

POTTING AND POETRY.

(SPECIALLY CONTRIBUTED.)

IT is not surprising that the art of the potter has appealed in all ages to the poet in search of a figure or a moral. The turning of the wheel, the mass of shapeless clay taking form under the hand of the workman, responding to his slightest touch, and at his will returning into shapelessness again—the spectacle of this could not but suggest to the poet the wheel of time and the hand of the Creator. Thus it was with Jeremiah the prophet: "The Lord said to Jeremiah, Arise, and go down to the potter's house. Then I went down, and, behold, he wrought a work on the wheels. And the vessel that he made of clay was marred in the hand of the potter: so he made it again another vessel. And the Lord said, O house of Israel, cannot I do with you as this potter? Behold, as the clay is in the potter's hand, so are ye in Mine." This is a legitimate application of the principle on the whole, though one is obliged, on Jeremiah's own testimony, to regard the Israelites as a somewhat stubborn clay. Many other references are found in ancient literature to the universal potter's wheel, and not a few emphasise the fragility of the finished product, by way of pointing a moral. "Thou shalt break them in pieces like a potter's vessel," says David, who never minced matters when instructing the Deity how to deal with their common enemies. Many other references may be found—so I am assured by those who profess to have read them—in the ancient writings of Babylon and Assyria (these by the way, were mostly written on clay tablets), Egypt, India, and Greece. No doubt the reflective Eastern mind would feel more deeply the mystical character of the wheel and the clay than would the more "practical" Western mind.

From Jeremiah and David to Omar Khayyam is a far cry, but we find the Persian poet ruminating whimsically in the potter's house after his fashion.

> "Once more within the potter's house alone
> I stood, surrounded by the shapes of clay.
>
> "Said one among them—'Surely not in vain
> My substance of the common earth was ta'en
> And to this Figure moulded to be broke
> Or trampled back to shapeless Earth again.'
>
> "Then said a second, 'Ne'er a peevish boy
> Would break the bowl from which he drank in joy,
> And He that with His Hand the vessel made
> Will surely not in after wrath destroy.'
>
> "After a momentary silence spake
> Some vessel of a more ungainly make.
> 'They sneer at me for leaning all awry;
> What! did the Hand then of the Potter shake?'"

So reason the human pots to this day; feeling it unjust should they have been made only to be destroyed again, and yet, wondering what on earth the Master's purpose was in fashioning them. But Omar might have followed up the idea, and reflected that the imperfect pots broken before they were fired, had a chance of being made up again into more perfect specimens. But what of those who warp or split in the firing? Perhaps it was safest to leave it where he did, with the final confession of faith of a comfortable old soul of a pot—a Toby jug, one would think:—

> "'Why,' said another, 'some there are who tell
> Of One who threatens He will toss to Hell
> The luckless pots He marr'd in making—Pish!
> He's a Good Fellow, and 'twill all be well.'"

Which is the safest conclusion he could come to, seeing how little the clay is consulted in the matter at all.

But to come down to our own literature, I must for the nonce include Carlyle as a poet, and indeed, if Isaiah, David, and the like are entitled to that distinction I see not why our latter-day prophet should be disqualified by reason of the absence of jingle from his lines. It was not possible that he should miss the spiritual significance of the potter's art. "Hast thou looked at the potter's wheel—one of the venerablest objects; old as the prophet Ezekiel and far older? Rude lumps of clay, how they spin themselves up, by mere quick whirling, into beautiful circular dishes." (Ahem! not *quite* by the mere whirling, Thomas.) "And fancy the most assiduous potter, but without his wheel: reduced to make dishes, on rather amorphous botches, by mere kneading and baking! Even such a potter were Destiny, with a human soul, that would not work and spin! Of an idle unrevolving man the kindest Destiny, like the most assiduous potter without wheel, can bake and knead nothing other than a botch; let her spend on him what expensive colouring, what gilding and enamelling she will, he is but a botch—not a dish; no, a bulging, kneaded, crooked, shambling, squint-cornered, amorphous botch—a mere enamelled vessel of dishonour! Let the idle think of this." The metaphor is a little mixed, but the general effect is good and true. And if the worried pot-works manager occasionally feels the need of a few new condemnatory expressions to apply to his less industrious hands, he might do worse than refer to his Carlyle. I can imagine that to stigmatise a delinquent as a "bulging, kneaded, crooked, shambling, squint-cornered, amorphous botch," would be distinctly more disconcerting than the well-worn and easily-discounted expletives in common use on such occasions. This, however, by the way. As regards our English-speaking poets proper, I consider that they have somewhat neglected our ancient and most suggestive art, and it may be worth while to call their attention to the oversight. Mr. Rudyard Kipling, though not born in the Potteries, is yet connected with the district by inheritance. One feels sure that whether it was a cultivated thrower, singing original verses in the style of Longfellow's clay-worker while he fashioned high-class vases, or a common thrower impiously objurgating his clay as he fashioned Rockingham teapots at fifteen shillings a score, the eagle eye of our Empire poet would find a fit subject for his vigorous verse. There is the danger, it is true, of certain other alleged poets taking the first advantage of this hint, but it is an unsafe subject for an unskilled or an unwary versifier. In fact, the two poets who have made the most prominent use of the potter have not done so with unqualified success. Certainly, we do not usually rank Longfellow with the great poets, though, I, for one, would defend him against much of the very superior criticisms to which he has been subjected. But I must really draw the line at "Keramos."

"Turn, turn, my wheel! Turn round and round" (which is what a wheel generally does) "Without a pause, without a sound:"—Now, that is flat nonsense. The noiseless thrower's wheel has not yet been invented; and how on earth the attendant is to take the finished pieces off with the wheel still whizzing round "without a pause," would puzzle the most up-to-date potter.

> "So spins the flying world away!
> The clay, well mixed with marl and sand."

The POTTERY GAZETTE might offer prizes to young pottery students for the best guess at the composition of this body, stating what articles they consider it would be best adapted for, with suggestions for a leadless glaze to suit it. I must own to an uncomfortable suspicion that the addition of the marl and sand had more to do with the necessities of rhyme and rhythm than of a good workable body. There are not so many words to rhyme with "hand" and "command" as you might think. "Band," "brand," "grand," "land," are nearly all, unless you include

he verbs such as "tanned," "fanned," &c., which are just little illegitimate to your sensitive poet. None of these are uitable, and therefore it had to be "sand," which, unless was finely ground, must have made a sad mess of the rower's fingers. But let us get on:

"This clay, well mixed with marl and sand,
Follows the motion of my hand;
For some must follow, and some command,
Though all are made of clay."

No; the marl and sand are superfluous, they do nothing; e clay would follow the motion of his hand just as well, erhaps better, without them. We come next to the explanation of this verse with which the poem abruptly pens:

"Thus sang the potter at his task,
Beneath the blossoming hawthorn tree."

es, reader, "beneath the blossoming hawthorn-tree!" icture to yourself the thrower and his wheel, by the roadde, or in a green field, fixed so that he could rest his weary ack against the trunk of the tree what time he replenished e frequent pipe. The birds singing sweetly, the cool phyrs playing over his clayey brow, as he sings his "simple ng" breaking off now and again to exclaim, but in uitably poetic language—"Darn them 'ere blossoms, ow they keep dropping!" No, Mr. Longfellow! Place our village smithy under the spreading chestnut tree if ou like—that is no concern of ours—but potters do ot work under blossoming hawthorn or other trees. If ey did, many manufacturers would attempt to acclimatise e deadly Upas tree of Java for the purpose. They are so too intent upon earning their day's wages, to sing ything more elaborate than a music-hall ditty, in the tervals of football speculations. Also, for the benefit future poets, I will jot down a few characteristic specimens of throwers' conversation so far as it refers to their cupation.

"Stiddy, Emma—stiddy!" (to the wheel-turner).
"Goo on, goo on, *goo* on!" (ditto).
"Hewd! Hewd!"
"Darn this cley! it's as soft as muck."
"How many's that, Liza? Tew, foor, six boords; at's aw o' that soize. Jim, bring the cley a bit stiffer r them big jugs."

It doesn't look poetical, of course, but as it is true, and e thrower is a human man, and the clay has the essential ality of plasticity, and the creation of form out of formssness does really go on, the true poet will express the wardness of the mystery without the introduction of ossoming hawthorn trees.

Robert Browning is a poet of a different calibre, and new how to conciliate the higher criticism of poetry viewers by giving them something incomprehensible, nich they could pretend to understand. They could derstand everything which poor Longfellow wrote, which stifiably gave them a very poor opinion of his abilities. ill, I give my vote for Browning, and in his "Rabbi n Ezra" he has made good use of the potter's art to ve point to his very noble and eloquent teaching. In is poem he glorifies failure—apparent failure—which he lds to be often more valuable than success.

"Not on the vulgar mass
Called 'work' must sentence pass,
ings done that took the eye and had the price;
O'er which, from level stand
The low world laid its hand,
ound straightway to its mind, could value in a trice!"

t on the ability to give an extra five per cent. discount cheapening production, but on certain other feats will e judgment on the man's life be based.

"Thoughts hardly to be packed
Into a narrow act,
Fancies that broke through language and escaped;
All I could never be,
All men ignored in me,
This I was worth to God, Whose wheel the pitcher shaped."

We are now fairly on the pot works, and the poet fixes his eye on the thrower's wheel:

"Ay, note that potter's wheel—
That metaphor! and feel
Why time spins fast, why passive lies our clay—
Thou to whom fools propound
When the wine makes its round,
Since life fleets all is change; the past gone, seize to-day!

Fool! all that is at all,
Lasts ever, past recall;
Earth changes, but thy soul and God stand sure:
What entered into thee,
That was, is, and shall be;
Time's wheel runs back or stops; potter and clay endure."

So far, all is good; and neither potter, poet, nor philosopher can find much to criticise; but in the next stanza we are not satisfied:

"What though the earlier grooves
Which ran the laughing loves
Around thy base, no long pause and press?
What though, about thy rim,
Scull-things in order grim
Grow out in graver mood, obey the sterner stress?"

Imagination boggles at the thought of a thrower running laughing loves—by which I presume cupids, amorini, nymphs, are meant—round the base of his cup, and finishing the top off with a border of satyrs or gargoyles. You don't model figures on a thrower's wheel; that is done in quite a different department, and Browning had sufficient intelligence to know this, even if he had never been in a pot-works. Indeed, from his knowledge of art, he must have known it, and ought to have taken us to the modeller's room if he had done with the thrower. In fact, the whole figure seems to halt a little here; since to represent man, the cup does seem to want some addition to its plain outline which the thrower cannot give. We might suppose that it *had* got into the hands of the modeller, only that later the poet is back at the wheel. So we have to take it as it is, and assume that the Almighty Thrower is able to decorate his vessels without removing them from the wheel. Anyhow, this lapse is atoned for by the noble conclusion of the poem, in which the metaphor is continued in a way which carries conviction.

"Look not thou down, but up!
To uses of a cup,
The festal board, lamp's flash, and trumpet's peal,
The new wine's foaming flow
The Master's lips aglow!
Thou, heaven's consummate cup, what need'st thou with earth's wheel?

"But I need now as then
Thee, God, who mouldest men,
And since, not even when the whirl was worst,
Did I, to the wheel of life
With shapes and colours rife
Bound dizzily, mistake my end, to slake Thy thirst:

"So take and use Thy work,
Amend what flaws may lurk,
What strain o' the stuff, what warpings past the aim!
My times be in Thy hand!
Perfect the cup as planned!
Let age approve of youth, and death complete the same!"

Surely this is the noblest use of the fictile art that has been made by any author, but it has not exhausted the mine. Now that potting has fallen on evil days, and there is little money to be made out of it, we might eke out a precarious livelihood by turning it into poetry and romance. Looked at in the right way, there is plenty of matter in a pot-works for comedies, narratives, romances, and sermons, and a judicious eye might even discern an occasional tragedy.

E. Bilton.

AMONGST SUBURBAN DEALERS.

(By a "Pottery Gazette" Special Commissioner).

(*Continued from page* 927.)

EALING.

EALING is another of the picturesque suburbs of London which have undergone a complete change consequent upon the expansion of the metropolis. It is about nine miles west of St. Paul's Cathedral, and no longer than thirty or forty years ago the residents there considered it a convenient distance from the City, and enjoyed the daily journey to and from business. In those days it was a railway journey into the country. The common and the park are there still, but the rest of what used to be open country, with isolated residences standing in their own grounds, is now covered by streets of smaller houses, while the main roads are now busy streets of shops. The road to Ealing is now an unbroken line of business thoroughfares, through which there is a constant stream of omnibuses and electric cars, while for three-quarters of the route from St. Paul's there is a tube railway. The population has increased from 15,700 in 1881 to nearly 40,000 at the present time. To meet the requirements of these residents a number of large and well-equipped retail shops have been opened. Some of the earlier shopkeepers have increased the size of their premises, and many newcomers have settled there. It happens that one of the oldest and most respected tradesmen in Ealing to-day is a glass and china dealer.

Mr. A. J. Young, dealer in china, glass, and household requisites, 12, New Broadway, Ealing, is one of the best-known retail dealers in our trades in the London district. Manufacturers' representatives in the region round about Holborn-circus do not, however, require so many words to describe him. He is usually spoken of as "Young, of Ealing," but without the least disrespect. It was in 1878 that Mr. Young commenced business in Ealing in a small way and in one shop. He has now three flourishing establishments in the vicinity. The head depot and office is at 12, New Broadway. He has a branch at 60, The Mall, and another at 106, Uxbridge-road, Ealing. His old shop was pulled down a few years ago in the course of some street improvements, and he built his present fine range of premises at 12, New Broadway, as his head quarters. They are most conveniently planned for his business. The shop, of which an illustration is given, is upwards of 120 ft. from front to back. It is well lighted, and has the advantage of a large head-light over the rear portion. There are very few premises (either wholesale or retail) which can show such an extensive line of samples as is seen on the wall to the left of the illustration. The window fittings and the shelves and stands in the shop have all been made expressly under Mr. Young's own directions. All goods are taken in at the back, where there are commodious packing-rooms communicating directly with the stock-rooms. There is a large basement, with concrete floor, under the shop, and fitted with well-arranged bins and shelves. There are showrooms and stock-rooms upstairs, and the whole of the premises are lighted electrically. The immense stock is most judiciously assorted, and at New Broadway a high-class business is done. All the best makers of pottery and glass are represented, and of some goods heavy stocks are kept. Mr. Young accompanied me over his premises, and, noticing his perfect acquaintance with every detail of the business, I ventured to ask him if he had learnt the trade in a manu-



Part of Show Room, Mr. A. J. Young.

actory. He replied, "No," and I suggested perhaps he had been apprenticed to a dealer. As he replied, "No" to this also, I was curious, and was rude enough to ask him outright, "How did you learn your business, then?" His reply was as interesting as it was extraordinary. "I aught myself principally, and I think I learnt more from he POTTERY GAZETTE than from any other source. recommend it to all my fellow tradesmen, and especially o beginners." This was indeed an unsolicited and certainly an unexpected testimonial. I found that he had been apprenticed to a grocer. Wanting to improve his osition, he and his brother went out to Nebraska, U.S.A. They tried their hand at storekeeping, and Mr. Young's description of the miscellaneous stock they kept was very amusing. He found employment for a time with a pottery dealer, but owing to his wife's health he made up his mind to come home again. Being advised that it would be best to stick to the trade he had learnt, Mr. Young commenced business in the grocery, but he did not succeed as he wished, and he resolved to try what he could do with china and glass. I could see what he had done all around me, a striking example of what determination and hard work will accomplish. Mr. Young has a son in business with him, and he takes charge of the shop in The Mall. An excellent system of displaying goods, both in the windows and in the shops, is observed at all the shops. The one at Uxbridge-road, West Ealing, does not cater for the same class of customers as are provided for at the other shops. Goods of medium and cheaper qualities are stocked. A good plan is adopted at all the shops—the goods are all marked in plain figures. With these three shops, it will be understood Mr. Young is a busy man. But we know it is the busy man who "does things." Mr. Young has not accepted any parochial or municipal office, but he has taken an active part in local affairs all the same. He has for some time been treasurer of the Ealing Chamber of Commerce, an office he still holds.

Legal.

The Merchandise Marks Act.—On August 11 a case of no little importance to glass bottle manufacturers and their customers engaged in the mineral water trade, was heard at Withernsea Police Court. The defendant was Mr. Wright Kershaw of that town, and he was charged under the Merchandise Marks Act of 1887 with having sold lemonade in bottles bearing the names of other mineral water manufacturers. Mr. Warren, who prosecuted, said defendant was liable to four months' imprisonment, but he only asked for the infliction of a fine, believing that that would act as a sufficient deterrent. Mr. Kershaw admitted the offence, but explained that his business had been delayed for want of bottles ordered from the manufacturers, and that a few belonging to some of his competitors had accidentally got mixed with his own. The justices said they believed there had been no intention on Mr. Kershaw's part to steal bottles. He had, however, used those of other firms, and must pay a fine of £2 and £12 16s. costs, or go to prison for two months. On the application of the defendant he was allowed two months in which to pay the £14 16s.

Potters and the Truck Act.—On August 9, at Lawford's Gate, Mr. Herbert J. Haskins, partner in the firm of Joseph Haskins & Co., potters, Warmley, was summoned on a charge of unlawfully making a deduction of wages, on June 15, on account of negligent work, contrary to the Truck Act of 1896. Mr. Gerald B. Snape, H.M. Inspector of Factories, in charge of the Bristol district, who prosecuted, said the case was brought under the Truck Act of 1896. Defendant was an employer of labour, but no contract had been made with any workmen for making any deductions in their wages. Complainant was engaged on a clay mixing machine, and for the week ending June 15 his wages were reduced by 3d., the reason for which was stated to be negligent work. He submitted that if the defendant desired to fine anybody he must consider the regulations contained in the contract. Mr. Haskins submitted that a proper notice was placed in the factory, and the men, when they came into work, had to pass it. The bench said there had been a technical breaking of the Act, inasmuch as a copy of the contract was not supplied each workman. There would be a fine of 2s. 6d. and costs, and conditionally that the firm discontinued the fines. Defendant added that that had already been done.

A Manufacturer as a Workman. — Some evidence given in a recent county court case at Wakefield by Mr. Barron Kilner, head of the firm of J. Kilner & Sons, of that city, glass-bottle manufacturers, created no little interest. A glass-blower claimed compensation from the firm on the ground that while following his employment at their works he sustained the loss of a little finger, and was therefore unfitted to pursue his calling. Mr. Kilner entered the witness-box to give evidence for the defence. He exhibited one of his own little fingers. It was broken and stiff, yet it did not prevent him working at the kind of job the claimant had been doing. He told the court that when he was but eight years of age he was taken into the glass-house and worked as a carrier-off. Later on he acted as a bottle blower, and for 46 years had been connected with the industry. Some years ago, and after the injury to his finger, the men in the glass house went on strike, and he thereupon took the place of one of them, though he had not touched such work for 16 years. Handling the irons and other tools made his hands sore, for they were tender, and he worked his fingers to the bone, and turned out many hundred gross of bottles. In about a month's time his hands became hard, and he continued at work for 15 out of the 17 weeks the strike lasted, and the uselessness of the broken little finger made no difference. "Nor will it to the claimant," Mr. Kilner added, "and I am quite willing to give him his job back again." The Judge said claimant was now fit for work, and ordered that the compensation of 16s. per week be paid to him from May 9 to date, and cease.

A Glass Dispute.—In the City of London Court, on July 27th, before his Honour Judge Lumley Smith, K.C., an action was brought by Mr. Thomas S. Newell, trading as Stephen Fullalove, 61, Farringdon-street, E.C., glass merchant, against Mr. Edwin H. Gilbert, Effra-road, Brixton, for £1 17s. 6d. for glass supplied to him in February, 1905. Mr. William Ellis, plaintiff's traveller, said he took the order in question from the defendant, and that the goods were supplied in the usual way. The judge said the defendant, in consequence of illness, had made an affidavit in which he denied that he had given the order for the goods, and he said although the glass had been delivered to his premises, he had never opened the crates because he had not given any order. Mr. Ellis said the defendant was rather inclined to dispute his orders after he had given them. Other travellers had had some experience. The judge said gossip of that description was not evidence against the defendant, and he should disregard it. The defendant's solicitor said it was a little curious that the entry in the plaintiff's order book did not appear in the correct order of date. Mr. Ellis explained that, and added that he had seen the goods now sued for on one of the defendant's counters. The judge added that the defendant in his affidavit further stated that the glass was not suitable for his trade. Mr.

R. J. Bonsey, who had managed one of the defendant's businesses for nine years, said that Mr. Ellis's calls became a perfect nuisance. The judge : That is what a traveller is paid for, is it not, to be always dunning people for orders ? These goods will come in useful. I think Mr. Gilbert has forgotten all about it. There must be judgment for the plaintiff for the amount claimed with costs.

STREET DECORATION FROM A POTTER'S POINT OF VIEW.

(SPECIALLY CONTRIBUTED.)

THE spring and early summer time permits some of us to fly a little further afield than is possible during the other seasons of the year. We get a glimpse of new and widely different scenes, and the most intense money grubber is forced by virtue of his surroundings to look at his favourite occupation from a different point of view. No country is more beautiful than our own on a sunny day in June. Travellers may declaim to envying listeners of the beauty of this or or that spot on the Continent, but England at its best is the best there is. But, and the exception is a large one, it is not always June, and it is not always sunny. He who has seen famous landscapes, towns or buildings on a dull and foggy day does not need to be told that all that our landscape so often lacks is sunlight. Paris in a fog is as dull as London. I know it, for I have seen them both. The Riviera under a chill northern wind and grey sky is as little entrancing as the north-east coast in November. And the mean and uninteresting streets of many of our large towns are rendered doubly so by the want of sunshine. Could we but have the pure clear sky of Italy many a town invariably characterised as cheerless and sad would be to its inhabitants a thing of joy. It has fallen to my lot to see nearly all the great towns of Europe, and probably the most squalid, wretched, and loathsome city in Western Europe is Naples ; yet, how people have raved of its beauty, its characteristic street scenes, its romance, when all the time a London slum would put it to shame if glorified by the same resplendent sunshine.

This is all true, but the fact remains that we have not such sunshine, and the little we have we poison with the smoke of our kitchens and our factories. The cities of the Continent are mostly free from smoke, and rejoice in plenty of sunshine ; so that the citizens are encouraged to spend thought and money on street decoration. At home we spend a great deal, too, but how much of it is wasted ? Elaborate carvings, well-chosen and really delightful arrangements of delicate colours in stone and brickwork are erected, and for a few months gladden the hearts of every passer by—but for a few months only. Down comes the thick, deadly, greasy pall of soot and in a very short time makes it offensive to the eye and depressing to the spirit. Must it always be so ? Is it not possible to devise a system of house decoration that shall be free from the ledges, hollows, and reliefs, always of absorbent material, that act as traps and lodgments for soot ? Is it not possible to invent, and having invented, to introduce a washable surface ?

Some Englishmen, mayhap a potter or two not utterly ruined by German cheap china, may find coppers enough to visit Milan this spring to see the great exhibition there. Let them not spend all his time looking at the objects within the show ground. Let them look for an hour or two at the fronts of some of the new buildings near the Central Station ; and if time permits, and they have the opportunity, let them visit some of the little towns 'twixt Milan and Venice, and see what the men of an elder day could do. Why there are tiny towns up on the foot-hills of the Alps that must have been a blaze of colour three hundred years ago ; whose inhabitants had before them day and night such colo schemes as are only shown nowadays on the stage wh some great spectacular piece is presented. Even yet the still remains enough to show what they once were. L our people study what modern Italy is doing, and what o Italy did, and ask himself if we cannot brighten o streets and cheer our people in their drudgery and toil.

Slowly, very slowly, men in England are realising th life is more than mere money getting. That beaut counts for something, and that even from the low poi of view of the miser men and women are better fitt for their daily toil if they live under conditions that invi orate and strengthen the spirit. Men do not live by brea alone, though too often the nation has acted as though the did. Ideals count for much ; the boys or girls who li always under drab conditions are very likely to becom drab in character and temper.

Can the potters' art, in any of its various ramification do aught to help in this struggle that is going on to increas the joy of life in our midst ? It ought, for from the da when the first potter, a rude and ignorant savage, scratche with a bit of stick or bone ornamental lines on his war till to-day, pottery and beauty have been allied. Our grea difficulty in England may be summed up in the word smok Grime kills nearly all our ornament. The dust of ages i often beautiful, but the soot never. This brings us to ou first condition—the decoration to be really and lastingl effective must be washable. Here we are at once me with a difficulty that the southern countries are free from He who has seen the tiled fronts of the houses in Portuga must have often wished we could do the same at home So we could if we were free from frost. That it is whic handicaps us heavily. For most of our ceramic decora tion is porous, and under the influence of frost is shattere to pieces. There is here, then, a fine field for the invento of a non-porous or vitreous body capable of receiving brilli ant colours, and which should be available both for th tile maker and the modeller.

Something more might be done by our architects i adapting means that are at present available. It is per fectly true that, as conditions are at present, large surface of glazed tiles or bricks are not fitted for exterior decora tion. They would, there is too much reason to fear soon be ruined by the scaling away of the surface under the influence of frost. But this might be to some extent obviated by the adoption of the principle of breaking up the surface and using the tiles upon a surface chiefly of cement or rough cast.

The so called "art moderne," and especially its Germa developments, is extravagant, and sometimes ugly, but it includes some ideas capable of being worked out along lines subdued and reasonable. In one town we noticed in the lime cast front of a house a tile pattern built up of narrow strips, and suggesting the branches and tendrils of a vine or climbing plant, which wound round the window and supported a cornice of tiles painted to represent the fruit and flower. The colours were all brilliant, would be kept clean by the rain, and were not likely to be ruined in appearance by large surfaces chipping or flying off. In another case a very good idea had been taken from stained glass. The pattern was of the conventional stiffness of stained glass work, but the tiles had been cut to shape just as the pieces of glass are, and then let into the wall. The actual design was a tree trunk, built up branches and leaves all vividly coloured and growing from the trunk. The decoration was used to fill a recess and would be a method very desirable where there was a blank window space. It is not difficult to see how under the guidance of skilful architects, having the hearty collaboration of the tile trade, much might be done to beautify our streets and squares.

These two methods have been suggested because they are already introduced under conditions approximating to our own. We cannot frescoe our fronts; we have neither the men nor the conditions. No frescoes exposed to the open air in England would be bright and visible as are some in Treviso and Bassano, though centuries have elapsed since they were drawn upon the walls. Nor are there men available who could draw the human form at the ordinary day's wages of the decorator or sign writer. It is not in us as it must have been, nay still is in the Italian. But we can devise decoration with washable surfaces that shall be pure in colour, pleasing in form, and cheering to the heart. Decoration that our rain storms shall clean and brighten, and not injure or destroy.

GERMAN CERAMIC INDUSTRIES.

EARLY in August there was issued by the Foreign Office a memorandum on German Ceramic Industries and German Trade in Ceramic Products by Consul-general Sir William Ward. It contained, however, very little up-to-date information, none of the figures given being very recent. Indeed, Sir William Ward himself says:—The latest statistical returns obtainable are those furnished about five years ago (at the time of the preparation of the new German customs tariff) to their Government by the German manufacturers; and it is therefore possible that the figures supplied may have been, in some instances, overstated in order to give more importance to the respective branches of industry, and, in some instances, understated by other manufacturers who were afraid that their figures might be used as a basis for increased taxation. According to these returns, the total value of the various productions of ceramic industry, exclusive of those of brick-making in Germany in 1897, was £5,575,099. The total value of porcelain ware alone amounted to £2,511,600; so that the total value of all ceramic productions of the more ordinary description, viz., stoneware, earthenware, tiles, &c., amounted to £3,063,499. The extent of German industry and trade in the various descriptions of ceramic ware, has largely increased during the past 30 years, and it appears likely to develop further during the near future. One or the other branch of ceramic industry is now to be met with in almost every part of Germany. Common clays which can be used for the manufacture of common earthenware goods, are of frequent occurrence. The rather superior kinds, and amongst them those kinds which turn white after burning, are likewise not unfrequent. Highly refractory clays are of more rare occurrence; there are, however, several districts, notably in Silesia, Hesse and in Rhenish Prussia, where there are very extensive deposits of these last-mentioned clays. One particular highly refractory clay, which is used in the production of grey and brown stoneware, is found in Silesia. Kaolin, the clay, which, as is well known, is used for the manufacture of porcelain, is also found in several parts of Germany. There are 13 kaolin works in Prussia, 8 in Saxony, 7 in Bavaria and several more in Thuringia and other parts of the German Empire. The feldspar, however, which is required for admixture with kaolin for producing porcelain, has to be imported from other countries, viz., mainly from Sweden and Norway.

The returns drawn up by the German Pottery Trade Association (as published in the German official catalogue of the Paris Exhibition of 1900) show that the total number of ceramic works, exclusive of those for brick-making, established in Germany in 1898 was 939, whilst the total number of workmen employed in them was 71,883. Amongst these works there were: 187 porcelain factories without mentioning factories for merely painting and finishing porcelain ware) employing, 34,030 hands; 43 earthenware factories employing 13,341 hands; 343 stove factories, employing 872 hands; 116 pottery works, employing 1,503 hands; 27 stoneware factories, employing 1,746 hands; 18 tile factories, employing 1,021 hands.

As regards the prominent centres in Germany for the various descriptions of ceramic industry, are as follows, viz.:—Earthenware goods (faïence): In Altona-Hamburg, Annaberg in Saxony, Bayreuth, Saargemünd, Nurnberg and Strassburg; and other kinds of earthenware vessels in Nassau. Bamberg, Bonn, Freising, Mettbach, Munich, Regensburg, &c. Stoneware vessels in Lorraine, Rhenish Prussia. the Saar Valley, &c. Fireproof stoneware (chamotte), crucibles, clay pipes, &c.: In Hesse, Silesia, Pomerania and Saxony. Stoneware, remarkable for its light colour, at Mettbach; and stoneware vessels and tiles, with brown and white glaze, in Silesia. White earthenware goods: In a large number of places, and more especially in Saargemünd, in Schramberg, Dresden, &c. Terra-cotta ware: In Saxony, Thuringia, Charlottenburg, &c. Majolica: At Berlin, Meissen, Dresden, Hanover, Mayence, Frankfurt-on-Main, Nürnberg, Hildesheim, Munich, &c. Porcelain: Besides the well-known porcelain works which belong respectively to the governments of Saxony and of Prussia, viz., at Meissen and at Berlin-Charlottenburg, and which have done so much for the general improvement and developement not alone of the porcelain manufacture, but of the entire ceramic industry of Germany, there are at present about 200 private porcelain factories in this country, and in addition to these more than 1,000 other establishments occupied in painting, colouring, gilding and otherwise "finishing" porcelain ware, but, as a rule, not employing more than 20 workmen. Whilst the Meissen and Berlin porcelain works manufacture chiefly articles of luxury, most of the German private factories produce porcelain ware for daily or technical use. The centres of the private porcelain industry and of the finishing of porcelain ware are in Thuringia, Silesia, Dresden, Berlin, Lower Bavaria, Baden and in the Saar valley.

Though, as already stated, there are no official or other trustworthy statistics available for showing the total value of the production of the various descriptions of ceramic ware in Germany in any year subsequent to 1897, the official returns of the exports and imports of ceramic ware respectively to and from Germany which have already been published for the year 1905 render it possible to form a rough estimate of production during the past year. For considering that in 1897, as above cited, the total value of the ceramic ware produced in Germany was £5,575,099, and of the exports in that year £2,875,900, thus leaving for consumption in Germany itself (exclusive of imported foreign ceramic ware) £2,699,199 it may be concluded that the total production of Germany in 1905 must have been nearly twice as great as in 1897, that is to say, that it must have exceeded £8,000,000 in value. For, not only have the exports to foreign countries increased since 1897 by about £2,000,000, viz., from £2,875,900 to £4,985,298 in the year 1905, whilst during the same period the annual total value of the imports has remained almost unchanged, but it is evident that the German domestic consumption of ceramic ware produced in Germany itself must likewise have experienced a not inconsiderable increase during the past eight years, owing to the increased number and wealth of the population during this period. The total volume and value of ceramic ware of all descriptions exported from and imported to Germany during each of the last two years was respectively as follows:—Exports (1904), 8,534,624 cwts., £4,838,246: (1905) 7,875,506 cwts., £4,985,298. Imports: (1904) 3,758,576 cwts., £360,162;

(1905) 4,335,766 cwts., £385,638. Apart from bricks, roofing tiles, earthenware pipes and unglazed stoneware, fireproof pipes and stoves, there was a more or less considerable increase in the exports of the various descriptions of German cramic ware in 1905 as compared with the preceding year. As regards the imports to Germany, of which the total value was very much less than that of the exports, whilst the total volume was about half as great, there was last year a falling-off in the importations of glazed and unglazed earthenware vessels. of architectural ornaments, of glazed earthenware pipes, retorts, terra-cotta ware, white stoves and stoneware, and also of white porcelain, as well as of coloured or painted porcelain, table services, whilst a few articles experienced an increase.

(To be continued.)

AMONGST PROVINCIAL DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 916.)

BRADFORD (YORKS.).

THE prosperity which has attended the chief industries of Bradford in the past has conduced to the maintenance in the city of a china, glass, and earthenware trade of considerable dimensions. Of late years the old and best class of trade has changed, from well-known causes. Orders for £100 or £50 sets of china, which at one time reached dealers frequently, are now less common, but against this must be set the large growth of population. Though large and valuable orders for china may have been fewer, orders for less valuable sets, and for the small quantities required by the great body of the population have increased in number immensely. Thus, the glass and china dealers of Bradford have continued to prosper, and so I found them at the time of my recent visit.

Darley-street, one of the fashionable shopping resorts of Bradford, has long possessed a china, glass, and earthenware establishment which has proved a centre of interest to those for whom the finer and more artistic wares of the kind have an attraction. The establishment in question s that of Messrs. **Charles T. Rhodes & Co.** The business was established by the late Mr. Charles Rhodes, and was carried on successively by the founder, by his son, Mr. Samuel Rhodes and Mr. Jeremiah Rhodes, brother to Mr. Samuel Rhodes. For some years it has been carried on by Mr. Charles T. Rhodes, grandson of the founder of the business. The premises are extensive. The stock held in them has been carefully chosen to meet the most cultured tastes of the district, the firm having enjoyed the patronage of many of the leading families. The premises have consequently attained a celebrity over a large part of Yorkshire highly gratifying to the successive principals. Most of the art treasures of the establishment were strikingly yet tastefully displayed in a showroom on the first floor. The windows of the room face Darley-street, and lend themselves to an effective arrangement of a collection of the finest and choicest white cut glass, the articles being so placed, tier above tier, as to form a striking and beautiful centrepiece to the front of the premises when viewed from the street. By night, with the brilliant light of the showroom falling on the mass, the effect is still more striking. On a long and artistically arranged centre table in this showroom was displayed a varied assortment of art china. Tea sets, charming in form and decoration ; fruit services, beautiful in form and embellishment : plates with richly ornamented borders and with hand-painted landscapes in the centre ; tureens of rare beauty ; and numberless other articles of artistic chinaware, made up a collection which could hardly fail to fascinate anyone possessing good taste. Yet the real art treasures were to be seen in two long wall cases, one of which extended nearly the full length of the room on each side. In these were vases, beakers, miniature ewers, and flower holders of exquisite beauty, comprising some of the choicest English wares. I asked Mr. Rhodes how the year had opened as regards business. "It has not been any worse than last year. The finish up of last year was just an average," was the answer. I inquired as to the future. "The whole tendency is towards the middle-class trade," said Mr. Rhodes. "But as a distinct glass and china trade, the trade is going to be extinguished, so far as I can see. The production is so large and various, and has to be placed, and cannot be placed in the glass and china shops ; therefore it is offered to people in other businesses, who take it up. Manufacturers put a little here and a little there, but the production is consumed all the same. Stores, furniture dealers, and drapers all take a portion of it. There are those who think we ought to go with the times, and mix other goods with ours, but you cannot mix anything with glass and china, whereas, they can put a portion of the glass and china dealer's goods in with almost any other business. I think the time is drawing near when the old glass and china business will be extinguished. People will go to a large store or emporium, where they can buy everything without going from one shop to another. Besides, they are economising. When a young couple marry now they will furnish for a small sum. Where a furnishing order from a young couple used to be from £50 to £100, I will guarantee that now that for £5 to £20 they will get all they want." I pointed out to Mr. Rhodes that the social and economic conditions of the day favoured the supposition that there would be an increasing appreciation of the beautiful art wares which manufacturers of pottery were producing, and that, as people were growing more wealthy and more able to buy, the inference was there would be an increasing instead of a decreasing demand for art pottery. "We are not getting poorer," replied Mr. Rhodes. "There is as much sold to-day as ever there was ; there is more sold, but where there was one selling it there are now fifty. The consumption is larger than it was, but it is so widespread that the trade is of very little value to dealers. Manufacturers have more orders, but they are for smaller amounts," Mr. Rhodes added. As we walked past the displayed art wares I ventured to mention to Mr. Rhodes one of the economic probabilities of the age. I remarked that the New Rich of the country formed a vast multitude, and that their number was increasing every day, and that in taste they were very fickle ; that there was no caprice like that of fashion, and that some day dealers in the highest class of china and glass would awaken to find fashion knocking imperiously at their doors, and that the costliest goods of the kind had suddenly become fashionable, and that their stocks would be cleared out with a rapidity which would astonish none so much as the dealers in such wares themselves. Mr. Rhodes admitted that it was very probable such a thing would be. After a further admiration of the triumphs of art in the domains of glass and china workers, I bade Mr. Rhodes "Good day," and left the establishment.

WHEN trade is brisk and you daren't risk
New work on hand to take,
For fear through stress and business press
The contract you might break.
Don't stop your "ad.," you'll yet be glad
In slacker times to find
You've fixed the fame of your good name
On some new buyer's mind.

Trade Reports.

e Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

AUGUST is always a broken month with the potting trade, owing to the incidence of the "Wakes" holidays, and sometimes it happens, when business is dull, that the month has practically gone before all the factories get into their proper swing again. Happily, such has not been the case this year. The iday interval was quite long enough, lasting, in some cases, il the Wednesday and Thursday following "Wakes" week. ; once it was over, the industry settled down to work again in a ɔcful and business-like manner, with plenty of orders awaiting cution, both from home and abroad, and plenty more in prospect. ny visits to numerous factories all over the district, and my calls n a number of heads of leading houses, I have only heard that le is slow in two branches, *i.e.*, sanitary and door fittings. Both se departments are largely dependent on the state of the building le. It is not often I find manufacturers in so optimistic a mood. Longton, the home of the china trade, which has been in a lous condition for so long, broad smiles awaited me, and lively icipations of the quarter to come. Christmas, they reminded , is coming on apace, and there will be plenty to do preparing tho custom caused by the festive season. It was much the o in the earthenware trade. Manufacturers were all either busier ioped to be so speedily. There was no despondency; everyone ɔeared to be in good spirits and to regard the future hopefully. vas different last year and the year before, but trade has pro-ssed a good deal since then. Cheap goods and dear goods, ful and ornamental, all seemed to be in good demand. ɔorated ware, jet, rockingham, and plain were all reported to be ling something more than an average market; while special nches like electrical fittings, porcelain, photographic sundries, , were well employed. In short, taking the Potteries from one to the other, the general tone at the present time is decidedly ouraging.

'he Colonial trade, though still very active, is reported to be ıdying down a little. Latterly it has been booming in all ckets, with the single exception of South Africa, where the ettled state of political affairs is producing a most disheartening effect. The Canadian market, which, a few months ago, showed lecided tendency to decline, has recovered with surprising our, and our exports of pottery to the Dominion up to the of July were £27,600 in excess of last year's figures, a really arkable advance in which the preferential tariff has probably ved some little part. The United States and South American ckets are also in a flourishing condition, and it is fortunate y are, for they play a big part in the oversea commerce of North ffordshire. A few figures will speak eloquently on this point. United States has taken, roughly, £17,300 more pottery from his year, to date, than it did last; Brazil, £16,200; Argentina, ,800; and Canada, £27,600. Thus these four American markets e between them, been better customers of the potteries this r as compared with last, to the extent of about £87,000, a very siderable proportion of the £141,172 which represents the total ansion of our export trade this year, to date. The earthquakes South America are not likely to affect trade very greatly. It reported in some of the daily papers that a good many orders British made pottery for 'Frisco and Valparaiso had been ntermanded, but I cannot find that this is so, excepting in the of one large firm at Burslem. It is certainly not the case with ıy of the houses most directly and extensively concerned in South American trade. A gentleman, who is in a favourable ition to judge, assured me that in his opinion, the calamities ɔrted are assisting manufacturers to move off their stock ɔld and seconds goods. Jobbers and importers, he said, were ing up as much ware of this kind as they could, evidently to ply the temporary need of those whose houses have been damaged lestroyed, and whose stock of ware has consequently suffered. anticipates that, as soon as the houses are rebuilt, there will greater demand for better class goods, and thus, according to view, the earthquake may actually benefit certain manu-urers on this side.

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ho Board of Trade returns are again pleasant reading. They w a further expansion of the export trade, which is now over 0,000 in excess of last year. It is greatly to the credit of the ufacturers of this district that they are securing so large a e the world's pottery trade, in spite of the difficulties they e to overcome. In their case, the historic advice of the Prince of Wales, "Wake up England," has fallen upon ready ears, and, at the present time, manufacturers are displaying more enterprise than ever in looking after over-sea customers. Up to the end of July, the total exports of British ware amounted to £1,320,931, as against £1,179,759 in 1905, and £1,205,792 in 1904. There was, still however, a steady flow of foreign made ware into the British market, the total of imported ware for the month of July, after deducting re-exports, being £69,821, and, for the seven months, £469,697. It ought to be possible to "oust" a good deal of this imported ware with the home made variety. The special products of Sèvres, Dresden, Copenhagen, and so on, which are distinctive in their character, cannot possibly be replaced by the English made article. But I feel persuaded that a considerable quantity of imported domestic and tableware is unloaded in the United Kingdom which could and should be made in North Staffordshire. I met with a rather striking instance of what the foreigner is doing on the English market, a few days ago. I happened to have called upon a china dealer in a leading street in the Potteries, whose shop is only two or three minutes distance from many large factories. A customer came in at the same time, and asked to see some cheap trinket sets. He was shown a number, and selected one at 3s. 11d. As he was about to pay for it, he called attention to a slight blemish on one of the pieces. The dealer explained this by remarking that the ware often got "knocked about in coming over." The customer looked surprised. "Do you mean to tell me," he asked, "that the set you have sold me is foreign stuff?" The dealer replied in the affirmative. "But where," demanded the customer, "is the mark to show that it is foreign—where does the Merchandise Marks Act come in?" He took up each piece separately, and, as I also examined it, I am able to affirm that there was not the slightest word or mark upon it to indicate that it was made abroad. The dealer remarked that foreign ware was often unmarked in this way. When the customer had finished his examination, he expressed his great aversion to buying foreign ware, especially in the heart of the English Potteries, and said that he would not have selected the set had he known it came from Germany. Then he asked the dealer to show him an English set. "Well," replied the dealer, "the cheapest trinket set I have in English china is 10s. 6d., and it's not so good as this. They don't go in for this sort of thing at Longton." "What! half a guinea for your cheapest English trinket set," ejaculated the customer. "Come along and give me back the foreign one; I can't afford the other." So he had the foreign set, and as he went out, he observed that if manufacturers at Longton had been complaining of bad trade, it struck him very forcibly that it was their own fault. I learned, subsequently, from the shopkeeper that she could have sold the customer an English earthenware trinket set for 2s. 6d., but, naturally, she preferred to dispose of the higher priced foreign article first. I left the shop, I must confess, a little bit ashamed to think that visitors to the English Potteries, who naturally expect to buy English ware in North Staffordshire china shops, should run the risk of carrying home with them, as souvenirs of the Potteries (sic), cheap samples of German goods. "Only English made ware sold here" is a motto which some of the retailers in the Potteries might, with advantage, display in their shop windows.

Whilst I was on holiday on the East Coast, a week or two ago, retailers were complaining to me in one well-known seaside resort, about a small Potteries manufacturer having taken a local auction room where night after night, at the commencement of the season large quantities of ware were auctioned off to boarding house keepers, which would, otherwise, probably have been purchased, through the usual channel of the retail dealer's shop. But I noticed that the majority of the retail shops kept by the grumblers, were displaying in their windows, no doubt for the sake of extra profit, quantities of cheap foreign china, and it is obvious that if the small manufacturer finds difficulty owing to foreign competition, in disposing of his output through the ordinary channel, he must cast about, as this one had evidently done, for other means of unloading his stock. The manager of a large East Anglian firm who was displaying a stock of foreign china decorated with poppies—goods which form a very pleasant and suitable souvenir of "Poppyland"—assured me that an astonishing number of people had refused to buy the ware this year, simply and solely because it was foreign made. I was gratified to hear it. When I asked why the firm did not get the ware made in England, the question of price was again urged. Now, ware of this sort could not possibly be "dumped," for out of Poppyland there would be no sale for it. It is consequently a very surprising thing that some of these goods cannot be made on this side, so as to reduce the figure at which foreign imports stand in the Board of Trade returns.

A factor which no doubt materially assists our foreign competitors in producing manufactured goods so cheaply is their less stringent labour legislation. In one of the very interesting articles on "The Coming Commercial War," which Mr. F. A. McKenzie is

writing for a daily contemporary, he draws special attention to this fact. Writing from Osaka (Japan), on July 12, he remarks: "There are no factory laws in Japan, and consequently child labour is still too common. The heads of many factories are ashamed of the fact, and try to conceal it. Everyone expects that within the next two years the Government will step in and limit the labour of children under twelve. Smaller employers will fight this. I was in a porcelain factory recently, and watched a boy turning a heavy stone that supplied power for the polishers. "How long does this boy work?" I asked the master. "He comes about six in the morning, and stays until a little after six at night." "Does he turn that stone all the time?" The man looked at me curiously, "Of course; that is his work." "Poor, half-naked, pale-faced little slave!" In England the age at which child labour is permitted is being constantly raised, and rightly so, but nevertheless every fresh step in this direction helps to increase the cost of production and to explain how it is that the foreigner can produce common goods more cheaply than we can.

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I am glad to learn that rapid progress is being made with the work of establishing a central commercial bureau in connection with the North Staffordshire Chamber of Commerce, and that in the course of a few days a circular announcing the opening of the bureau will be sent out to the trade by Mr. A. P. Llewellyn, the secretary. Offices have been taken at No. 10, Glebe-buildings, Stoke, where Mr. R. Jamieson, of the Longton Porcelain Company, who has been appointed assistant secretary of the Chamber, will be in attendance each day from 10 a.m. to 1 p.m. Mr. Jamieson, I ought to say, is not in any way severing his connection with the Longton Porcelain Co., and Mr. Llewellyn will still be accessible as hitherto to gentlemen at the Burslem and Tunstall end of the Potteries. Any member of the Chamber will be entitled to use the bureau for the purpose of gaining required information. At the bureau will be displayed various commercial publications and reports and numerous other documents will also be at the disposal of members. The launching of the bureau is a departure of great importance to the Chamber. It will increase its sphere of usefulness tremendously and ought to lead to a large accession of new members. This year's president, Mr. Cecil Wedgwood, is an exceptionally popular gentleman, and I am assured that the officials of the Chamber have a number of matters to bring before the members of much greater importance than have been dealt with by the members of late. The readers of the GAZETTE will join in heartily wishing success to the efforts which are being made to infuse new life and vigour into the Chamber.

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Mr. Tonman Mosley, the chairman of the directors of the North Staffordshire Railway, made the interesting announcement at the half-yearly meeting a few days ago, that he hoped they were within measurable distance of securing traffic right from the Humber on to their canal. If this means any cheapening of transit it will be hailed with pleasure, but the company is hardly likely to give facilities on the canal at the expense of the railway. That, unfortunately, is the great disadvantage of all railway-owned waterways.

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Hanley had a narrow escape from a big fire on Monday, August 20. The scene of the outbreak was the sanitary works of Twyfords, Ltd., Cliffe Vale Potteries, Shelton. The fire broke out in a new building, which was just being finished, and which was intended to be an annexe of the glost warehouse. A chimney, which had been built beside the new premises in order to give improved draught to two fireclay kilns near by, had, it appeared, got overheated, and set fire to some timber in the building. From here the flames spread to all parts of the new structure, but, happily, before they had reached the glost warehouse they were discovered and the alarm given. The firemen had a fair pressure of water without the assistance of the engines, and, pending their arrival, the fire was held in check. When the Hanley steamer got to work the outbreak was soon at an end. The new building was almost destroyed, and some damage, principally by water, was also done to the glost warehouse. The loss, a few hundred pounds, is fully covered by insurance. Two days previous to this there was another fire in Shelton, viz., at the Britannia Pottery, belonging to Mr. Joseph Gray, in William-street. The fire had started in the roof of the hovel round the oven, and was thought to have arisen from the removal of the clammings. It was soon put out. Slight damage was done to property, but none to stock. The loss is covered by insurance.

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The Staffordshire County Council's directory of higher education for 1906-7 has been issued. It contains the arrangements which have been made for the forthcoming session for the classes in pottery and porcelain manufacture. Mr. J. W. Mellor, D.Sc., the instructor will be assisted by Messrs. A. D. Holdcroft, A. Richardson, and F. Turner, and the classes, which will be given at Tunstall, Burslem, Longton, and Stoke, will be of three grades, corresponding to the preliminary, ordinary, and honours syllabuses of the City and Guilds of London Institute. Besides the evening classes, a day class will be held at Tunstall. Practical work will be taken in the ordinary and honours grades. Special courses of lectures will be given on alternative Mondays at Stoke, in which special branch of pottery will be treated in a more advanced manner than possible in the ordinary lectures. Courses of practical work in t preliminary grade will be conducted by Mr. T. W. D. Gregory the pottery laboratory at Tunstall, on Wednesdays, and at Stoke Fridays. The Joint Committee of Allied Pottery Manufacture again offer special prizes to ex-honour students. The City a Guilds of London Institute also offer numerous medals, prizes, a certificates, while the Education Committee offer a number of priz and studentships on the work done during the yoar in conjuncti with the examination results. There should be a very successf session in prospect. It is announced that the prizes won at t potting classes during last session are to be distributed at Longt on September 19 by Professor Armstrong.

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The Wakes festival did not pass without a sad incident occurri in the sudden death of Mr. Harry Carr, manager of the clay depar ment at Johnson Brothers' Trent Pottery. Mr. Carr, with his wi and family, were staying at Rudyard, near the famous lake, for short holiday. On Wakes Tuesday Mr. Carr with his wife went f a short walk during the afternoon, when suddenly he complained pains in his chest, and lay down. Mrs. Carr sent for assistance, a her husband was taken back to the farm where they were stayin but died almost immediately. He was only in his thirtieth year. H death was found to be due to heart failure, it being an exceedingl warm day. Mr. Carr was well respected, and much regret is felt a his untimely loss.—The death is announced of Mr. Walter B. Maso manager of the Porcelain Tile Company's Works, Hanley. Th greatest sympathy is felt for Mr. Mason's friends. He had on recently been married, and his death occurred after an operatio rendered necessary by serious complications. The respect in whic deceased was held was indicated by the attendance of a large numb of friends at the funeral at Hartshill Cemetery, on August 16.

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A case of death from lead poisoning occurred at Hanley o August 11, the deceased being John Barlow, aged forty-nin who had been employed by Messrs. Johnson Brothers, at the Tren Pottery almost all his life, but had not followed his employment sinc March last. The medical evidence at the inquest showed tha death was due to plumbism. A singular feature of the Coroner inquiry was the evidence of Dr. Read, who said that he "had severa times within the last eighteen months advised the deceased to leav off working in the lead." If a private doctor holds so strong a opinion, as Dr. Read evidently did, as to the danger of the ma continuing his employment, it seems singular that the unfortunat man did not either voluntarily, or from compulsion, cease work a once. From the published report of the inquest it does not transpir whether the certifying surgeon took any action before March.

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The English Ceramic Society will commence its winter session o September 22, when Mr. William Burton is to deliver an addres which is sure to be useful, summarising his practical experiences wit pyrometers in pottery ovens and kilns. In connection with th address there will be an accompanying exhibition and practica demonstration by the leading pyrometer manufacturers of th instruments used for registering and recording high temperature in pottery, and other ovens and kilns.

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One of the prettiest weddings in the Potteries this year was tha on Wednesday, August 22, of Mr. Albert J. Wade, brother of Mr George Wade and Mr. Wm. Wade, and a member of the firm o Wade & Company, High-street Pottery and Flaxman Til Works, Burslem. Mr. Wade is the youngest son of the lat Mr. G. Wade, of Burslem, and Mrs. Wade, of the Watlands Wolstanton. His bride was Miss Annie Florence Stocker, eldes daughter of Mr. Edward Stocker, J.P., of the Firs, Newcastle The ceremony took place at the Wesleyan Church, Wolstanton After the ceremony a reception was held at the Firs. Refreshment were served in a large marquee, and music was discoursed by th battalion band of the local Artillery regiment. Later, the bride an bridegroom left for a motor tour. In connection with the happy event an interesting gathering took place at Messrs. Wade's factory a few days before the wedding, when Mr. Wade, in the presence o about three hundred of the employees of the pottery, and the til works, was presented with a handsome silver tea tray, bearing th inscription "Presented to Mr. Albert J. Wade, on the occasion of his marriage, by the staff and workpeople of the High-street Pottery, and of the Flaxman Tile Works, as a mark of their esteem and with best wishes for his future happiness." Mr. Wade suitably acknowledged the gift, which he described as a magnificent one.— An interesting presentation took place recently at the Middlepor Pottery (Messrs. Burgess & Leigh), Burslem, when two of the em ployees, Mr. Wm. Turner, hollowware presser, and Mr. William Moulton, mould maker, were given a fountain pen and dressin case on leaving for the United States. The employees met in th workshop, with Mr. J. Wilcox in the chair. The presentation wa made by Mr. Henry Cartledge, the senior presser, and Mr. Geo Brett, manager, wished them "God-speed," on behalf of thei confreres. The recipients responded in cordial terms.—Mr. W. F

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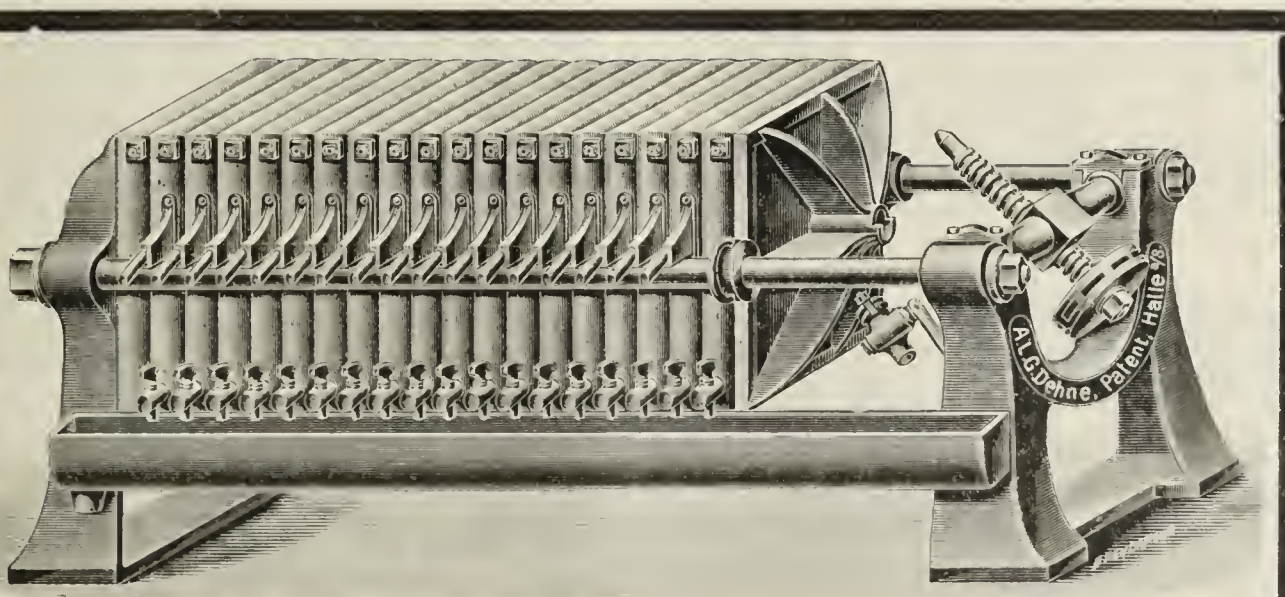
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Smith, one of the foremen employed by Twyfords, Ltd., Cliffe Vale Potteries, was presented by his fellow workers, on July 2, with a handsome marble timepiece, to mark the occasion of his marriage. The presentation was made at a gathering held in Mr. Smith's honour, at the Wheat Sheaf Hotel, Shelton, Mr. Macleod presiding. —Over the grave of the late Mr. W. H. Goss, J.P., of heraldic ware fame, there has recently been erected in Hartshill Cemetery a very striking example of monumental masonry. It is an exact facsimile of the cross which marks the burial place of St. Martin, in Iona, which has stood for ages.—Congratulations to Mr. Thos. Bates, the respected manager of Messrs. Kirkham's Pottery, Stoke, who has been placed on the Commission of the Peace for the Borough.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT.)

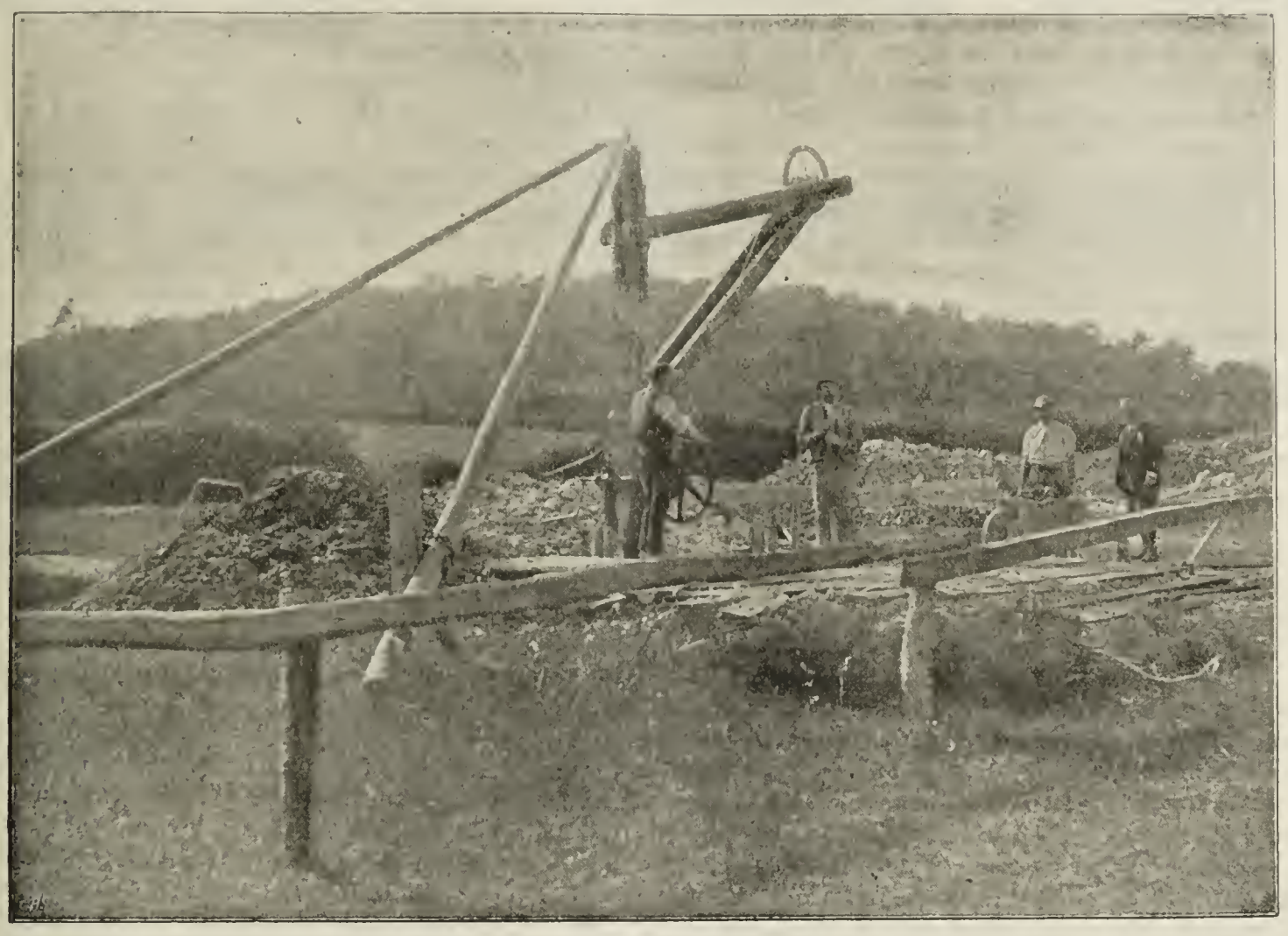
SINCE the publication in the July number of the POTTERY GAZETTE of our article on the glass trades in these districts a better tone has been exhibited, but not in all departments. Goods for the table show an improvement in the Midlands. This is particularly the case in Stourbridge and neighbourhood, where the finest class of flint is manufactured, and cutters are consequently busier, as are the cleverest of the men round the furnaces. The ability of some of the young servitors is most marked and of chairmen also, and there is no fear that the reputation of the houses here for turning out really artistic articles will suffer any deterioration. As to the footmakers and gatherers—and this applies generally—employers, and no doubt parents and guardians also, would like them to take greater advantage than the bulk of them do for improving their technical and art education. "Anybody," it is often said, "can turn out bread-and-cheese goods," meaning ordinary commercial glassware, "but there are never enough of the men who are competent to make the finest and most delicate examples of the blowers' and the cutters' arts." Such men command good positions, and enjoy the confidence and respect of every employer. Luckily, Stourbridge has several men who have not had their energies and skill cramped by narrow workers' rules. Just now much is being done by leading manufacturers in fine light wines, clarets, and champagnes, a goodly proportion being for engraving, and there is a fair amount of activity in claret jugs, decanters, and tumblers, some of these latter of the three-to-quart size and richly ornamented by the cutter's art. The orders in hand are reported to be not only from London and the chief provincial cities, but from the Colonies. The price of silver is affecting business, and there is more doing in electro-plated mounted articles. Travellers have done well in this branch of the trade, epecially in the metropolis. Representatives of those gas companies that deal in fittings (and there are many such) have sent to firms here and in Birmingham for specimens of new patterns for the coming season for the ordinary as well as the incandescent lights. Tasteful things in inverted shades, &c., have been got out, but anything strikingly novel is hardly expected to be produced, the articles made during the last few years having reached a high state of perfection, both as regards shape and delicacy and beauty of shape and style. The lamp trade is quiet. Orders should, however, soon begin to come in. The pressed glass trade has fluctuated, and cannot be reported brisk. For tumblers, sugars, and salts there have, though, been requests, the coast watering-places taking a fair proportion.

In Birmingham there is more doing than of late in the better class of flint—best and medium table ware—and the demand is expected to last well into October, if no later in the season. An attempt has been made to revive the taste for hollow stem wines, &c., but it has not caught on to any extent. A few decades ago that fashion was all the rage, and it found not a little work in the cutting sho especially as it included half-pint and pint goblets. T public nowadays, the educated and well-placed pub want something more classic, and their stems, free fr ornament, and with bowls lightly and tastefully cut engraved, better meet their desires. The ordinary tra in blown and pressed goods has been rather irregular, b it is an improvement on the volume of this period last ye Among the articles for which there has been a good sale late have been flower-stands, of which a great vari of patterns are to be seen in the shops of that and oth cities. In too many cases the vases and stands have co from the Continent, this being notably the case with th to be found in drapers' and fancy dealers' establishmen as well as in those where the "gift" system is in ope tion. This is becoming of serious import to the legitima glass and china salesmen, for it appears to be grea extending. The vendors alluded to possess an advanta over him, for they can display the wares to great advanta amid silks and satins and beautiful dinner napery, mirro frequently being part of the decoration and adding to t effect of the display.

Many readers of the POTTERY GAZETTE will be interest in learning that Mr. Walter Rosenhain, who for some ti past has filled a post of a scientific and technical charact in the famous glassworks of Messrs. Chance, Spon-la near Birmingham, has been appointed to the newly esta lished position of superintendent of the Department Metallurgy and Metallurgical Chemistry in the Nation Physical Laboratory at Bushey House, Teddingto London. Mr. Rosenhain's career has been a most d tinguished one. He was educated at St. John's Colleg Cambridge, and was formerly a Research Scholar (18 Exhibition) in the University of Melbourne, as well as hold of the Andrew Carnegie Research Scholarship of the Ir and Steel Institute. As might be guessed from the charact of his new appointment, he is specially well versed metallurgical subjects. He is joint author with Profess J. A. Ewing, F.R.S., of papers on the crystalline structu of metals, published in the "Philosophical Transactions. Other subjects he has dealt with include the plastic yieldi of iron and steel, and the recrystallisation of platinum.

Returning to the glass trade of Birmingham for a momen we may state that the manufacture of mirrors proceed briskly, despite foreign competition, and that the outsi cutters of the city have had a fair amount of employme from the silversmiths and electro-platers after a son what slack period. Whether the improvement no recorded will last long is regarded as rather doubtful.

In Lancashire, and more especially in Manchester, t table trade is about holding its own, but business general is rather slacker than when our last article was writte Firms are feeling the effects of competition of French a Belgian houses, especially in the commoner classes of good these including confectionery globes and jars. Best c glass is in slightly better demand. The small medic bottle works are fairly busy. The machinery glass trad keeps brisk, and there is no sign of any falling off in th demand for the special articles manufactured. In fanc coloured goods, in flower vases, and for electric lightin business, &c., is checked in a way that makes manufa turers very sore. They pay good salaries to designer employ the best of materials to produce artistic effect and pay high wages to clever workmen, only to find tha when they bring out anything special, before they can ge it properly into the market, either here or in the Colonies, is copied by foreign makers, who, producing close and ye inferior imitations, rob our manufacturers of the fruits o their labour and capital by offering the articles at a less pric than the British goods. "What artistic people the Con tinental glassmakers are!" is not unfrequently said b



VIEW OF A SHAFT OF THE "B.S.W." SEMI-PORCELAIN BALL CLAY.

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SAMPLES ON APPLICATION. Telegrams: "KEY, NEWTON ABBOT."

people shown these articles from Germany, Holland, and other countries competing with us, quite unaware of the fact that they are copies of far better English glassware.

Business in Warrington is not brisk, rather slack, in fact, and this applies to flint as well as bottle glass. With Liverpool shippers there is less doing, and the immediate prospect is not very encourging for masters or men.

At St. Helens there is distinct depression in the glass bottle trade, and more than one firm have limited production, the men being put on shorter hours—"week about," as they term it. A few of the workers have sought other spheres of labour, for they see no prospect of full employment in the late autumn and the coming winter. It was currently rumoured in July that a new glass bottle works was about to be erected in St. Helens, and in which the most modern appliances would be introduced, including the making of jars and other wide-mouth goods by machinery; but the rumour has died out, the trade having shrunk instead of developing as had been anticipated. For mineral water bottles there was expected to be a great demand at the time the season was opening, yet, strange to say, although the summer has been a favourable one, on the whole business has been under the average of many former years. The plate glass trade is in a healthy condition, and glass benders are pretty busy with shop front and other work. So far motor car builders have not availed themselves of the services of firms in this branch to any great extent, whereas they would find it to their advantage to do so. A bent glass front to a car would add to its appearance, and offer far less resistance to the wind on a journey than the flat front do. In common window glass there is not much doing, the Belgians sending great quantities to this country. favoured as they and other importers are by the absence of import duties and special cheap freights. In Japan the manufacture of that glass now carried on in a limited way is shortly to be extended, both at Osaka and Tokio, for the Japanese are rapidly substituting glass for window panes instead of semi-transparent paper in their dwellings.

In West and South Yorkshire, where in ordinary times the manufacture of glass bottles assumes vast proportions, business as a whole is rather quieter in most departments. At many works the men are employed every alternate week, and in a few instances shops have already been closed. During summer there was an improved demand for aerated water bottles, both for home and shipping requirements; but that has fallen away, and no substantial alteration for the better is expected, even by the most sanguine. In Barnsley and district trade, however, is fairly good. Quite the contrary, though, is the case at Hunslet (Leeds), Wakefield, and Castleford, and to a less extent at Knottingley. In this latter town a large proportion of the goods turned out is machine made, and consists of jam and pickle jars. There is, however, a growing use by preserve manufacturers of earthenware jars, and this is affecting the machine trade. Ordinary bottle-blowers are greatly concerned at the increasing use of machines, improvements in the design and construction of which threaten tc revolutionise the industry. It is reported that the bottle-glass manufacturers of the United Kingdom have arranged for a meeting to be held shortly for the purpose of agreeing upon an uniform price list. This proceeding will be carefully watched by the men, and a national conference of operative delegates is to be held on an early date—probably at Blackpool, a place that is regarded as a convenient centre. Owing to lack of funds, brought about by having to contend with employers in trade disputes and to help towards maintaining members out of work and others superannuated the National Flint Bottle Makers' Society have had to appeal for special financial aid. There is also another reason why the executive say help should be given—they declare they have reason to fear the masters are about to make another attempt to reduce wages by demanding specific alterations of the price list or catalogue, as it is termed, and an increase in the hours of labour. In view of what has transpired since the Yorkshire branches seceded from the Flint Glass Makers' Society, which has its headquarters in Manchester, that secession is regarded by leading bottle-makers with great regret. At York there is a good business doing in medical glass, as well as glass for scientific purposes, including a considerable amount of tubing, for which, it is needless to say, the city has a high reputation. Further north, viz., at Sunderland and Seaham Harbour, trade is not good. The manufacture of bottles at the latter place is below the average for the season, and at the former and in Newcastle the flint glass houses are not fully engaged, though of pressed ware in tumblers, salts, dishes, and sugars there is a moderate output, despite the competition from oversea.

Taking the entire area from Warwickshire to Northumberland, it is safe to say that present prospects for the glass trade, as a whole, are far from satisfactory. For special goods, both in best flint, fancy glass, and in bottles, there is likely to be a steady demand lasting well into the winter season.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE retail business houses in the cities and large towns have all one story to tell in connection with their experiences during the month of August. This month is about the quietest of the whole year under ordinary circumstances, but this year it has been more than usually so, owing to the persistency of the unsettled and unseasonable weather. Good shopping conditions have been entirely absent, and this, added to the absence of so many customers, has produced a period of very marked dulness. It is hoped that by the middle of September, when many of the families will have returned to town, there will be a renewal of something like activity. In the meantime, there is nothing to attract the attention of the retail trade. Selling values in the china, stoneware, and glass departments remain wholly unchanged, and nothing of any special novelty in designs or decorations has been introduced.

Turning to the wholesale section of the industry, we find rather more activity. Some repeat orders for the coast turn-over have come in, and there have also been received the first fruits of the orders for the regular autumn trade. The good or bad returns accruing to the herring harvest have a marked effect on the size of the said orders, and this year, these returns have on the whole been favourable. Failure has been experienced at one place only (part of the Shetland Islands, referred to in last report), but this is more than made up by the solid character of the takes at most of the other centres, and particularly in the cases of Wick, Fraserburg, and Peterhead. Unfortunately, the prospects of the cereal harvests are nothing like so good as they were a month ago, and this also is an important factor as effecting orders in these trades of ours. Very heavy rains have fallen over a large portion of Scotland during August, and some accounts of the damage done to crops are of the most distressing kind. And, to make matters worse, the rainfall has continued much over the average through the whole of the month, as far as it has gone. The wholesale merchants have not yet felt the consequences of this, but they look forward to doing so, during the course of September, and it will tell on the sales of the retailers of the agricultural centres later on.

With regard to the makers of stoneware, glass, &c. in Scotland, reports indicate a fair condition of activity, with

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rance.—H. Mulotte & Cie, 14, Rue de Paradis, Paris.
Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co.(Mr. A. E. Potts),Sydney & Wellington
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Catalogue of the Pottery and Samples of Enamels for Insertion in Metals, Woods, &c., sent on Application.

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production at least well up to the average. The portion of the stoneware section (jars and bottles) retains the partial improvement referred to in earlier reports, but the Rockingham makers still suffer from the absence of system or agreement. During August nothing has been overtly done to remedy this, but steps may be taken later on. The present time is not opportune, as a number of the principals are absent on holidays. In the meantime there is no other drawback, which the makers have to contend against. The relations between them and their employees are all peaceful at present, and there is nothing in the prospect ahead to cause the slightest anxiety so far as that particular consideration goes.

The suggestions for a national exhibition in Edinburgh are now and again heard, but they are confined to only a handful of promoters within the capital itself. These have been sending round the hat to the various industrial municipalities of the country, with the view of bringing the needful guarantee fund up to the required amount, but there has hardly been any measure of success attending this particular movement. The people, as a whole, take no interest, and indeed there seems to be little or no backbone about the project. Besides, we are now so far on in 1906 that it would hardly be possible to get ready anything of the kind for running during 1907. No doubt, these industries of ours would take part in such an exhibition if it were brought to actual life, but many are of opinion that the day of these big shows is past for the time being.

The Gazette.

Dissolution of Partnerships.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

MARSHALL FRANZ & Co. (James Alex. Marshall and Karl Franz), Buchanan-buildings, 24 and 26, Holborn, china and glass merchants. June 30. Debts by J. A. Marshall, who continues as James Marshall & Co. (August 10.)

Private Meeting.

These Lists in some instances refer to Meetings of Creditors called by or on behalf of the Debtor, with a view of laying his affairs before his Creditors, or refer to Statements of Debtors' Affairs, and do not in all cases refer to failures.

EMERY HAROLD, potters' valuer and auctioneer, Pall Mall, Hanley. At the meeting of creditors held herein, an offer of 5s. in the £ was made by the debtor; and, although no resolution was passed or asked for, after a full explanation of the debtor's losses and misfortunes, it was practically understood that if the offer could be carried out the composition would be accepted. Mr. H. W. Worthington, solicitor, has since addressed a circular to the creditors stating that arrangements have been made which will enable him to pay the composition to all the trade creditors (the cash creditors waiting for a time) forthwith.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.

** These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. *P. G.*)

CAVE FAWCETT, trading as Fawcett, Cave & Co., 129, Lord-street, and residing at 241, Portland-street, Southport, glass and china merchant. Dated July 28. Filed July 31. Liabilities unsecured, £3,069 3s. 5d. Property, after deducting secured claims, £1,838 6s. 5d. Tr., T. H. Crane, 399, Lord-street, Southport. Secured creditors, £441 13s. 7d. The following are creditors:—Bonnella & Son, Ltd., London, £15; Doulton & Co., London, £48; L. Eckert & Co., London, £18; W. T. Imbrey, London, £10; L. Johnston & Co., London, £125; Lazarus & Rosenfeld, London, £18; Mappin & Webb, London, £26; Mayer & Co. London, £41; C. Nestle, London, £14; H. Price & Co. London, £37; Stutchburys, Ltd., London, £11; United State Glass Co., London, £14; Villeroy & Boch, London, £41; J. Wuydart & Co., London, £25; J. Walsh Walsh, Birmingham, £48 T. Wilkinson & Sons, Birmingham, £43; Stevens & Williams Brierley Hill, £23; McIntyre & Co., Burslem, £36; Coalport China Co., Coalport, £53; J. Bourne & Son, Denby Potteries, £20 Tutbury Glass Co., Derby, £14; Carl Thiene, Dresden, £58; W. Bennett, Hanley, £21; Bishop & Stonier, Hanley, £88; Bernardaud & Co., Limoges, £11; G. D. A. Porcelain, Limoges, £45; Alliance Assurance Co., Ltd., Liverpool, £330; Addorley & Co., Longton £15; Star China Co., Longton, £35; Wildblood, Heath & Sons Longton, £15; Jaegar & Co., Market Redwitz, £18; Fisher & Co. Sheffield, £88; "Southport Visitor," Southport, £22; E. Senior (Exors. of), Southport, £204; E. Leigh, Southport, £742; Luke Highton, Southport, £79; Southport Corporation, Southport, £16; Birks, Rawlins, & Co., Stoke-on-Trent, £11; Copeland & Sons, Stoke-on-Trent, £101; G. Jones & Sons, Stoke-on-Trent, £182; Wiltshaw, Robinson & Son, Stoke-on-Trent, £18; J. Wedgwood & Sons, Ltd., Stoke-on-Trent, £27; Webb & Sons, Ltd., Stourbridge, £35; Booths, Ltd., Tunstall, £74; Worcester Royal Porcelain Co., Worcester, £46; bankers' claims, £408.

KIRKBRIGHT ALEXANDER, 73, High-street, and Lawrence-street, Stockton-on-Tees, glass and china merchant. Dated August 3. Filed August 4. Liabilities unsecured, £788 16s. 4d. Property after deducting secured claims, £318 10s. Tr., T. R. G. Rowland, Stockton-on-Tees. Secured creditors, £50. The following are creditors:—C. J. Dains & Co., London, £26; Enderlein, London, £34; Faudels, London, £13; Johnston & Co., London, £27; Lazarus & Rosenfield, London, £18; Max Emmanuel & Co., London, £27; H. Price & Co., London, £17; A. E. Ring & Co., London, £15; Doulton & Co., Ltd., Burslem, £24; Gibsons & Sons, Ltd., Burslem, £11; H. Alcock & Co., Ltd., Colnbridge, £14; J. Wilson & Sons, Fenton, £18; Hammersley & Co., Longton, £13; Taylor & Kent, Longton, £30; Wileman & Co., Longton, £33; Molneaux, Webb & Co., Ltd., Manchester, £10; Lovatt & Lovatt, Nottingham, £16; E. Cass, Stockton, £75; S. Fielding & Co., Stoke-on-Trent, £10; W. H. Goss, Stoke-on-Trent, £10; S. Radford, Stoke-on-Trent, £20; J. Wedgwood & Sons, Ltd., Stoke-on-Trent, £12; Winkle & Co., Stoke-on-Trent, £16; Thornaby Pottery Co., Ltd., Thornaby-on-Tees, £11; Booths, Ltd., Tunstall, £12; A. Meakin, Ltd., Tunstall, £33; Soho Pottery, Ltd., Tunstall, £12; Worcester Royal Porcelain Co., Ltd., Worcester, £28.

O'NEILL SADIE J., trading as O'Neill & Co., 52 (?51), Castle-street, Belfast, glass and china merchant. Assignment in trust for benefit of creditors. Dated July 25. Filed July 31. Liabilities unsecured, £465. Property, after deducting secured claims, £107. Tr., W. T. Graham, Wellington-place, Belfast. The following are creditors:—H. H. Le May & Co., London, £23 17s. 11d.; United States Glass Co., London, £9 1s. 3d.; Thomas Morris & Co., London, £7 18s. 4d.; Royal Allervale Pottery, Allervale, £7 6s.; W. Morton, Belfast, £12 10s.; Mrs. O'Neill, Belfast, £20; Doulton & Co., Ltd., Burslem, £14 4s. 11d.; Edwards & Son, Burslem, £9 3s. 6d.; J. Sadler & Sons, Ltd., Burslem, £8 16s. 6d.; J. G. Green & Co., Burton-on-Trent, £7 3s. 4d.; Rubian Art Pottery, Co., Fenton, £10 4s. 2d.; Cochran & Fleming, Glasgow, £8 12s. 3d.; R. Cochran & Co., Glasgow, £8 11s. 6d.; R. Johnston, Greenisland, £12; Blair & Co., Longton, £21 4s. 9d.; Star China Co., Longton, £18 18s. 4d.; Wildblood, Heath & Sons, Longton, £14 6s. 3d.; James Kent, Longton, £12 9s. 11d.; J. Forrester & Sons, Ltd., Longton, £12 1s. 6d.; R. H. & L. L. Plant, Longton, £10 11s. 6d.; Thomas Poole, Longton, £7 15s. 6d.; Blythe Porcelain Co., Ltd., Longton, £6 6s. 2d.; J. W. Courtenay, Newcastle-on-Tyne, £7 13s. 8d.; B. Wassell & Sons, Stourbridge, £6 3s. 9d.; H. G. Richardson & Sons, Stourbridge, £10 10s. 3d.; A. & J. Davies, Stourbridge, £5 12s. 8d.; Wedgwood & Co., Tunstall, £12 2s. 11d.; J. Rathborne & Co., Tunstall, £5 3s. 11d.; bankers' claims, £109 2s. 7d.

Bankruptcy Proceedings.

BURROWS THOMAS, Rose-mount, Beech Range, Levenshulme, and 28, Oldham-road, Manchester, glass and china merchant. First meeting, O.R.'s, Manchester, August 4 at 11. Exam., C.C. Manchester, August 24 at 10. The liabilities to rank for dividend were stated to be £1,137 and the deficiency £921. Debtor gave changes of fashion as one of the causes of his failure. He stated that sometimes six months would make a great deal of difference as regards fashion, and for this reason he had had to sell goods below cost prices. The examination was closed.

[We have heard this explanation advanced by debtors in the drapery, millinery, and jewellery trades, but this is the first failure in the china trade we have heard ascribed to the fickleness of fashion. —Ed., P.G.]

DUXBURY THOMAS, glass and china dealer, Waterhouse-lane, Scarborough. The adjourned public examination of this debtor, whose deficiency is stated at £674, was held recently at the Court House, Castle-road, Scarborough, and ultimately ordered to be concluded.

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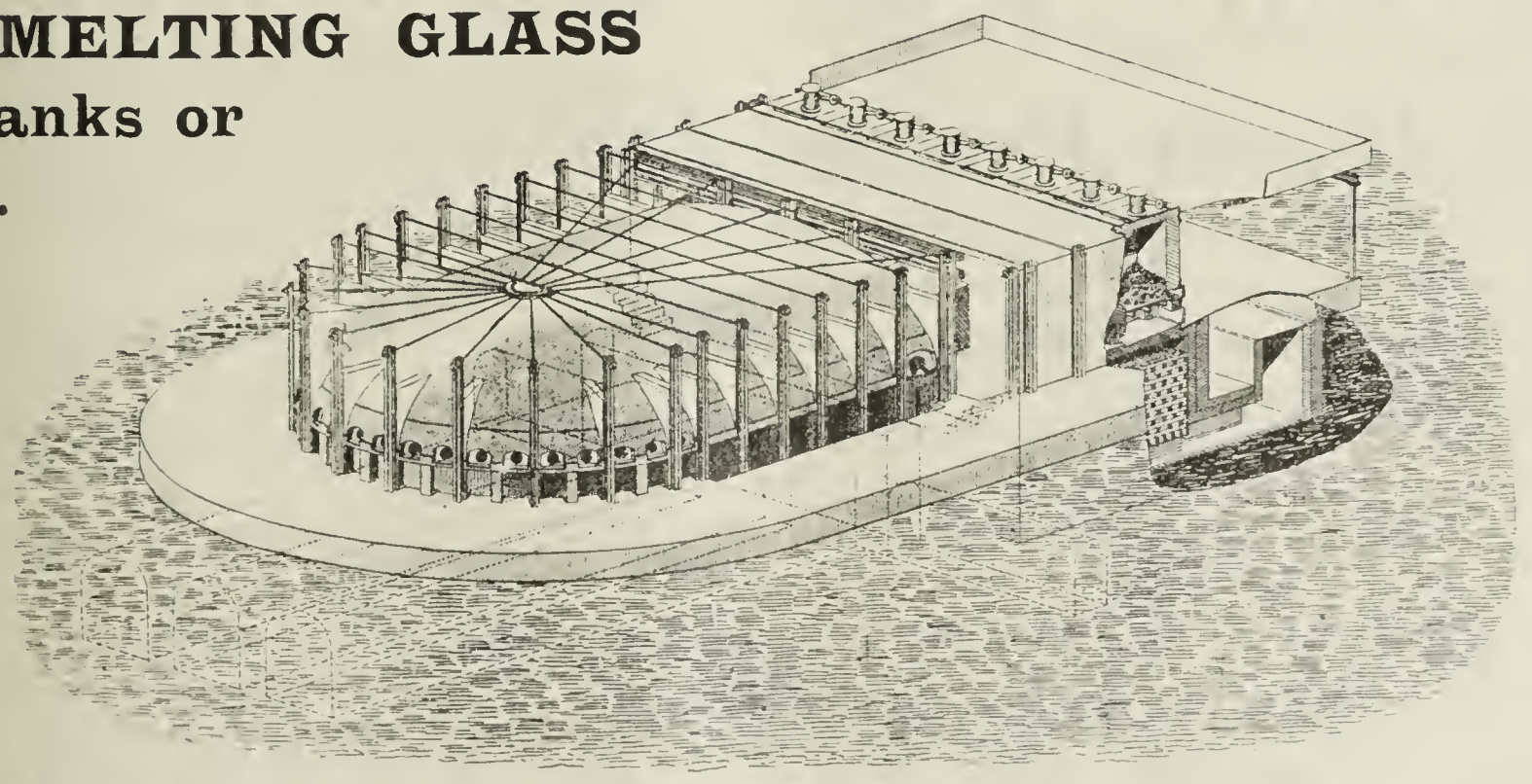
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50 Furnaces are being erected to Mr. Siemens' plans at the present time.

Gee Thomas, 361, Coventry-road, Birmingham, china, earthenware, and glass dealer. First meeting, 191, Corporation-street, Birmingham, August 15 at 11. Exam., C.C. Birmingham, August 27 at 2. The deficiency was stated at £317. The debtor stated that he started trading in 1904, taking over the business from his mother, and agreeing to pay £100 in cash and £200 by instalments for the stock and fixtures. He was without capital, and obtained a loan of £100 from his bankers on the guarantee of his brother-in-law, which he gradually paid off. There was still £100 owing to his mother. His profits lately have not been sufficient to pay expenses, and in June last he executed a deed of assignment. No resolutions were passed, and the estate remains with the Official Receiver.

Nixon E. T. & Co., Providence Pottery, Hanley. At the Bankruptcy Court, Hanley, on July 25, Enoch Travis Nixon, of Clay Lake, Endon, and Frederick Thomas Jones, of 203, Waterloo-road, Burslem, trading in partnership as E. T. Nixon & Co., Providence Pottery, Chell-street, Hanley, earthenware manufacturers, came up for public examination. The liabilities were stated to be £226 8s. 2d. There were no assets. The debtor said they had an excess of liabilities over assets of £50 on June 9, 1905, and since that date the loss in their business had been £176 8s. 2d. In May last they gave notice to their creditors that they were about to suspend payment of their debts. In February, 1901, they had entered into an agreement for partnership to carry on an earthenware business under the style of E. T. Nixon & Co., at Providence Pottery, Chell-street, Hanley. The capital of E. T. Nixon was £250 (represented by stocks, &c., and cash), and the capital of F. T. Jones was (represented by cash) £200. In January last a company was formed under the style of "Nixon & Co., Ltd.," for the purpose, amongst other things, of acquiring and taking over as a going concern the business carried on up to that date in the name of E. T. Nixon & Co. The capital of the company was £1,000, divided into £100 shares of £1 each. The shares were not, however, taken up, and they continued to trade. The certificate of incorporation was dated January 20, 1906. At an extraordinary general meeting held in Hanley on May 19 resolutions were passed that it having been proved to the satisfaction of the company that the same could not by reason of the liabilities continue the business, it was advisable that it should be wound up voluntarily. Under a distress for rent the stock and other effects belonging to the company were sold for £17 4s. 10d. The examination was adjourned.

Notices of Intended Dividends.

Marcus Walter B. and Wm. T. Hunt, trading as Walter B. Marcus and Hunt, 44, Bow-lane, E.C., commission agents. Claims to A. L. Blow, 28, King-street, Cheapside, E.C.

Twamley Arthur J., trading as the Staffordshire Terra Cotta & Fire Brick Co., Wimblebury, Hednesford, terra cotta manufacturer. Claims to G. R. Ridsdale, 138, Lichfield-street, Walsall.

Notices of Dividends.

Alltree Thomas R., Queen-street, Bridlington, glass dealer. First and final, of 1s. 1½d., at O.R.'s, Scarborough.

Woodford Robert, 584, Harrow-road, china dealer. First and final, of 5s. 7d., B.C., any day except Saturday.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

Basins, No. 17,125.—Clara L. C. Douglass. Improvements in face bathing basins. July 30, 1906.

Bed Pan, No. 16,233.—Minnie Bryan. Improved bed pan. July 18, 1906.

Bottle Drilling Machines, No. 15,554.—C. M. Conradson. Improvements in bottle drilling or grinding machines. July 9, 1906.

Butter Dish, No. 16,217.—Katherine Bolton. Improved dish for butter or other food-stuffs. July 18, 1906.

Drain Pipes, No. 17,485.—R. L. Hilton. Improvement in combination drain pipes to prevent stoppage therein. Aug. 3, 1906.

Glass Articles, No. 16,165.—Remier Luther Herman Jonkergouw and L. A. Destrez. Improvements in or relating to the manufacture of glass articles. July 17, 1906.

Hardening Glass, No. 16,770.—T. W. L. Jones. Method of hardening glass. July 25, 1906.

Holder, No. 17,596.—E. Soutter. Portable combined plate and cup and saucer holder for afternoon tea and the like. Aug. 4, 1906.

Inkwell, No. 16,924.—E. Seymour and E. Buck. Easily cleanable inkwell. July 27, 1906.

Lavatory Basins, No 17,158.—B. W. Young. Improvements in and connected with lavatory basins. July 30, 1906.

Lavatory Ranges, No. 17,582.—T W. Twyford. Improvements in or additions to lavatory ranges. Aug. 4, 1906.

Lavatories, 17,519. T. W. Twyford. Improvements in or relating to lavatories or urinals. Aug. 3, 1906.

Manufacturing Cocks, No. 16,613.—O. Hoffmann. Improved process and apparatus for manufacturing cocks and the like from ceramic material. (Date applied for under Patents Act, 1901, Oct. 16, 1905.)

Ovens, No. 16,641.—W. P. Gibbbons, R. Masters, and R. Baker. Improvements in ovens or kilns for annealing iron castings, for burning bricks and pottery ware and for other similar uses. July 24, 1906.

Prism, No. 16,960.—G. C. Lilley. Improved prism. July 27, 1906.

Ranges, No. 17,518.—T. W. Twyford. Improvements in stall urinal ranges. Aug. 3, 1906.

Sanitary Pipes, No. 17,284.—W. B. Heap. Improvements in or relating to sanitary and analogous pipes. Aug. 1, 1906.

Shaving Soap Cups, No. 16,564—J. Westaway Improvements in shaving soap cups. July 23, 1906.

Teapots, No. 17,078.—E. Sandham. Improvements in and connected with teapots and other like receptacles for brewing infusions. July 28, 1906.

Transfers, No. 16,769.—T. W. L. Jones. Transfers for the decoration of glass. July 25, 1906.

Specifications Published.

1905.

19,656.—Adams. Lavatory basins.

22,160.—Farmer & Farmer. Device for feeding sanitary pipe making machines.

22,757.—Burrell. Cup-holder and cake tray for attachment to a saucer or plate.

16,216.—Young. Egg cups and the like.

19,018.—Britto. Spittoons.

1906.

5,559.—Moonen. Glass-blowing apparatus.

5,605.—Sievert. Glass melting and pouring apparatus. (Date applied for under International Convention, March 4, 1905.)

3,162.—Jörgensen. Method for producing imitation stained glass. (Date applied for under International Convention, Feb. 1905.)

Designs.

479,814.—M. and C. Lister, 56, Frederick-streot, Birmingham.
480,833.—Gillard & Co., Ltd., Vintry Works, Walthamstow, E.
481,157.—W. Brooke, Pipe Works, Deepcar, near Sheffield.
481,278.—Coalport China Co. (J. Rose & Co.), Ltd., Coalport.
481,344–5.—Rhodes Tile Co., Ltd., Reginald-street, Burslem.
481,517.—Godwin & Hewitt, Ltd., Tile Works, Hereford.
481,518.—C. Lindsay, 33, Great Hamilton-street, Glasgow.
481,519–22.—Liberty & Co., Ltd., Warwick-street, Regent-street, W.
481,523.—Hart & Sons, 23, Goswell-road, E.C.
481,622.—F. Winkle & Co., Stoke-on-Trent.
481,623.—Mrs. N. Ross, 29, Margaretta-terrace, Chelsea.
480,961.—G. Brittain, Aldersgate-chambers, E.C.
481,239.—Wildblood, Heath & Sons, Stafford-street, Longton.
481,346.—Goodall, Lamb & Heighway, Ltd., King-street, Manchester.
481,744.—Cauldon (Brown-Westhead, Moore & Co.)., Ltd., Shelton.
481,745.—W. J. Brown, 1, Bohn-street, Stepney, E.
481,885–90.—Henry Richards Tile Co., Pinnox Works, Tunstall.
482,044.—Johnsen & Jörgensen, Ltd., 4–6, Bury-court, E.C.
482,100.—Towers & Williamson, Little Bytham, Grantham.
482,317–8.—M. Stolle, 19, City-road, London, E.C.
482,615.—Lancaster & Sons (Hanley), Ltd., Tinkersclough, Hanley.
482,703.—Coalport China Co. (J. Rose & Co.), Ltd., Coalport.
482,803.—General Electric Co., Ltd., Peel. Works, Salford.
482,805–7.—Pilkington's Tile and Pottery Co., Ltd., Clifton Jn.
482,834-6.—J. S. Robinson, Ltd., 85, Bishopsgate-st. Without, E.C.
479,823.—J. Stiff & Sons, High-street, Lambeth, S. E.
481,240.—R. H. and S. L. Plant, Longton.
483,002.—W. and J. Milne, 126, Princes-street, Edinburgh.
483,156.—Rhodes Tile Co., Ltd., Reginald-street Works, Burslem.
483,157–8.—Grimwades, Ltd., Stoke-on-Trent.
483,225.—H. A. Ollivant, Cliff Vale, Shelton.

The Glass-blowers' Drop.—There is a spot on the bank of the River Aire, at Castleford, from whence several unhappy people have precipitated themselves into that very foul river, and it is a fact of some significance that it is locally known as "The Glassmakers' Drop." That many of the men at the furnaces do occasionally get a drop too much is well known, but this "drop" is one of another kind—one that has oft proved fatal.

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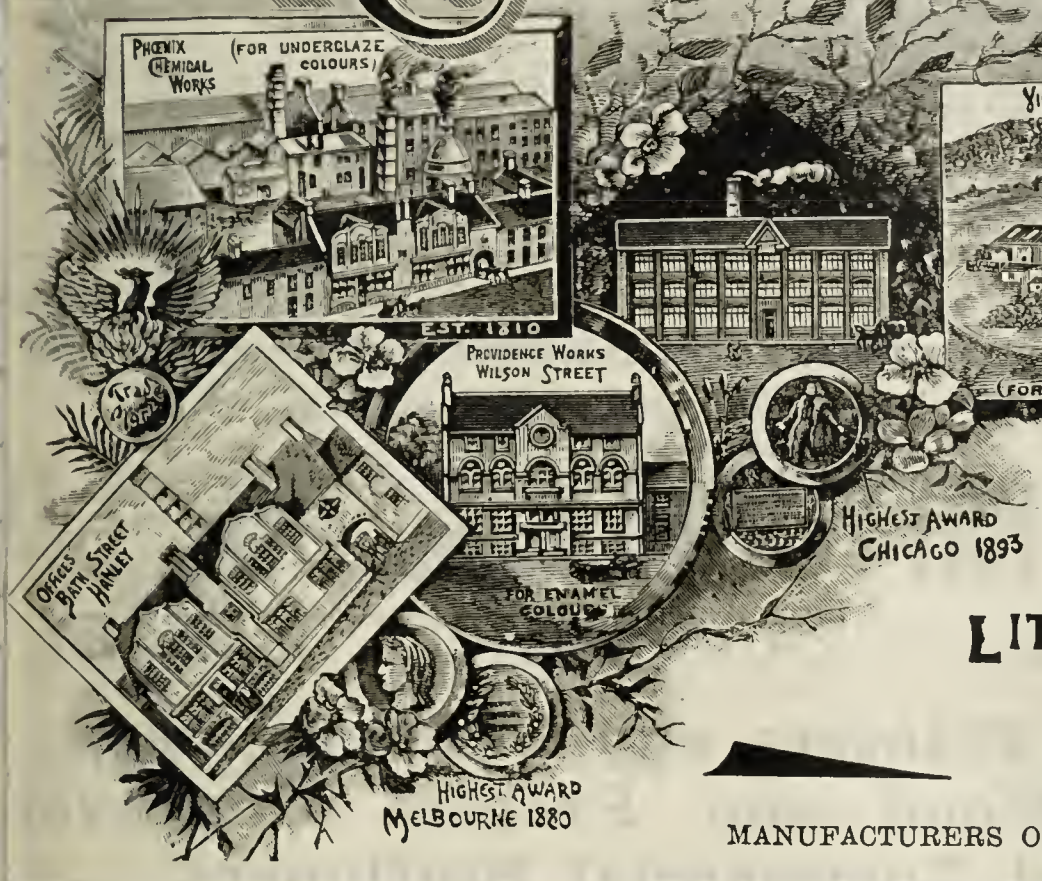
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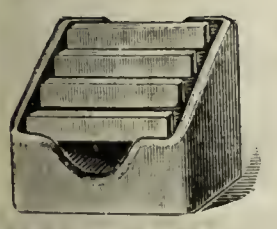
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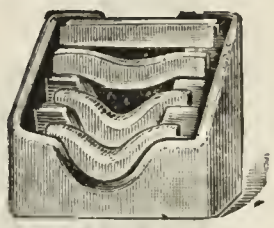


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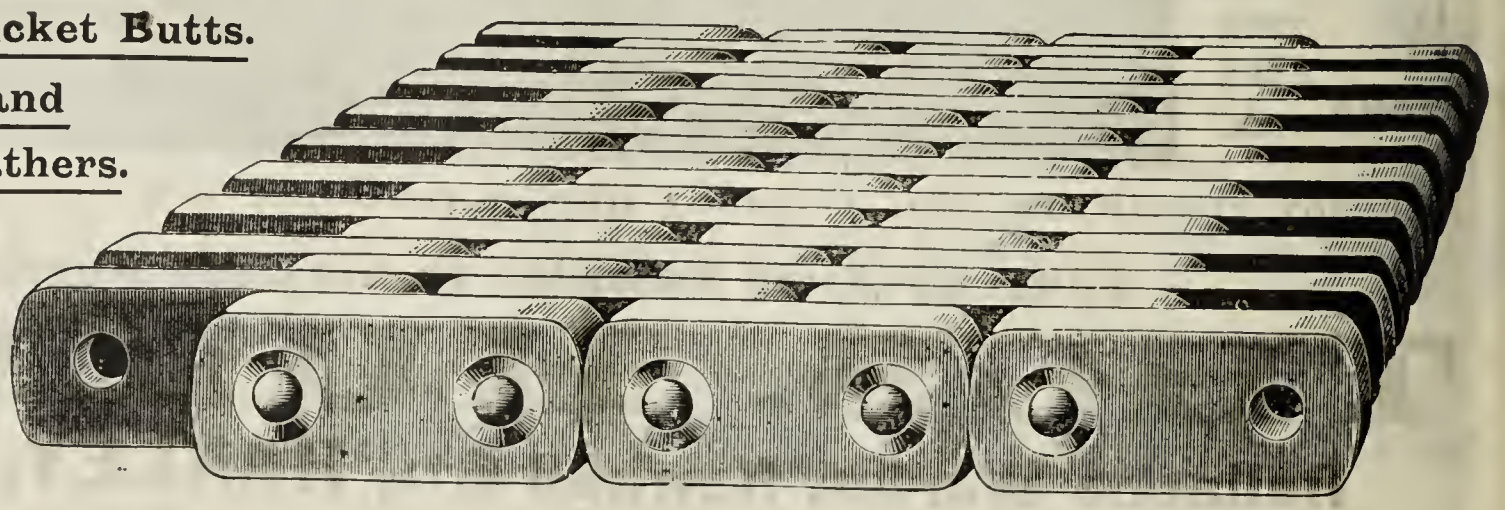
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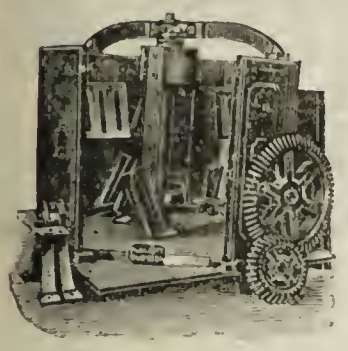
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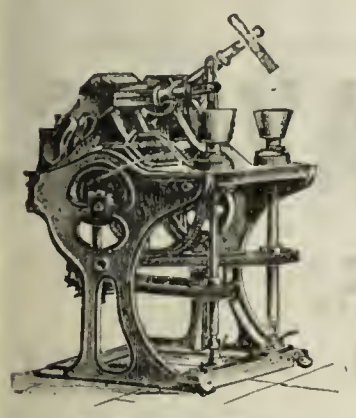
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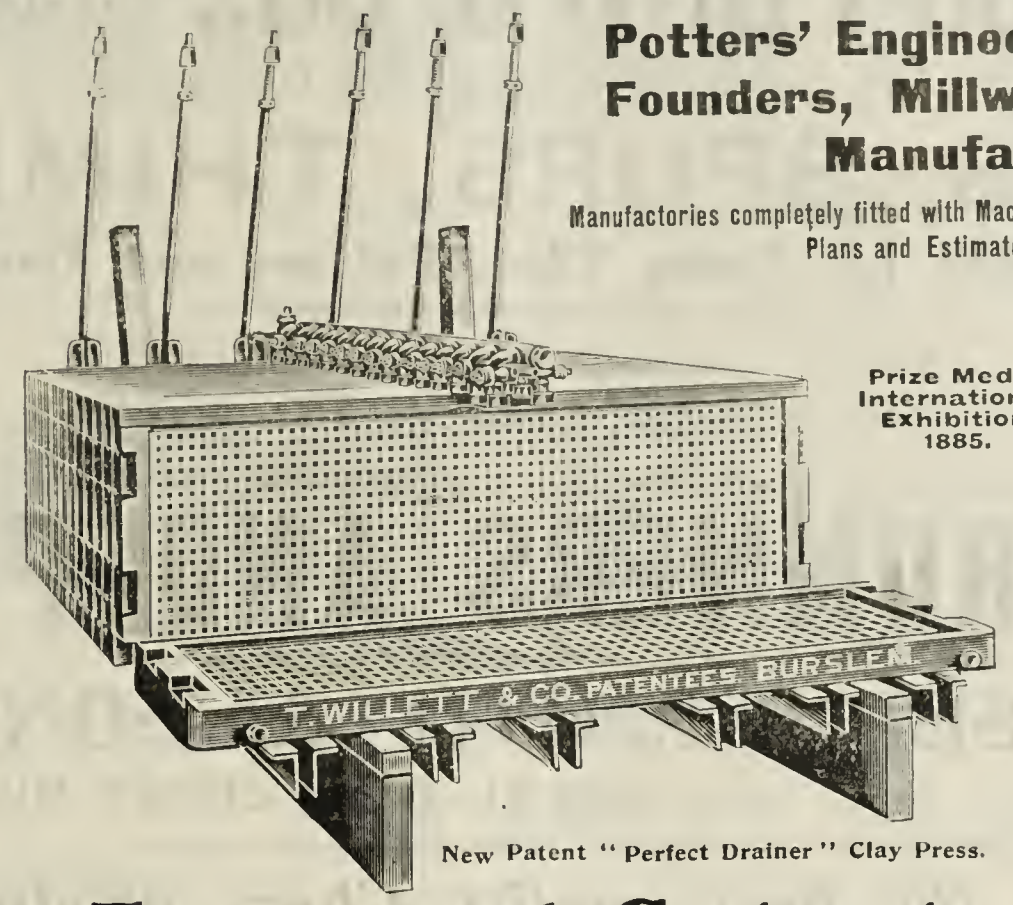
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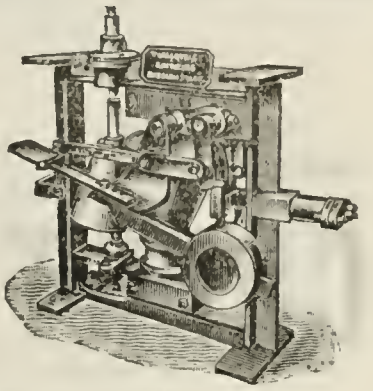


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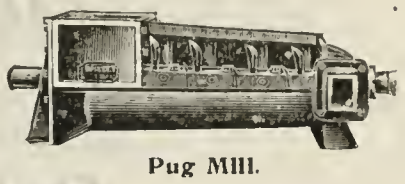


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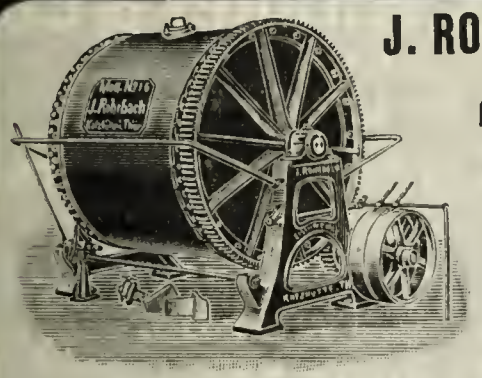
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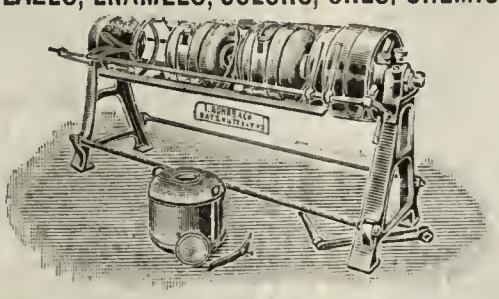
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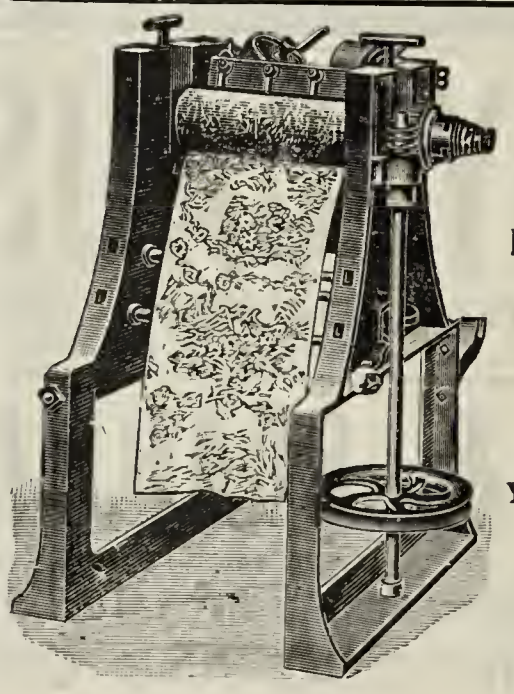


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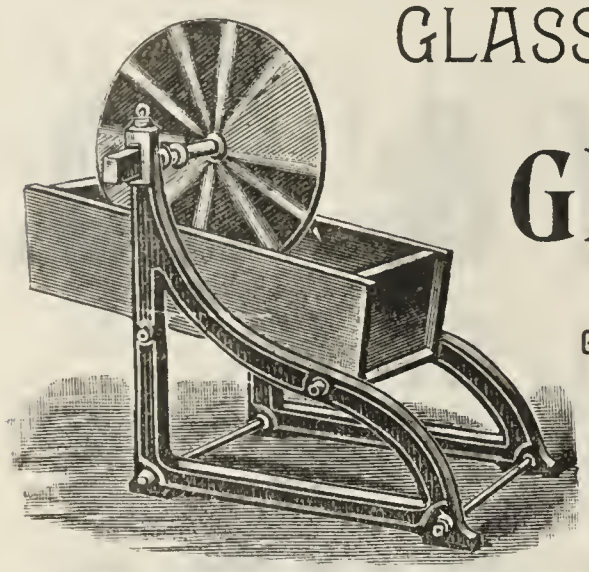
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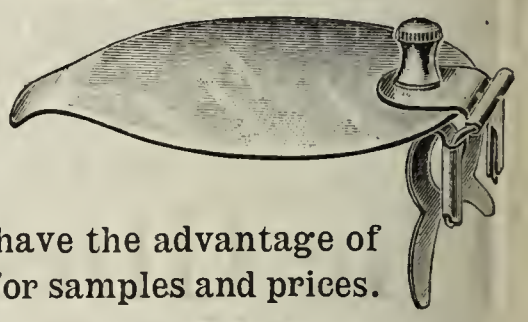
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Continued on page 1088.

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Particulars of the proposed amendment were set forth in the Illustrated Official Journal (Patents) issued on the 19th September, 1906.

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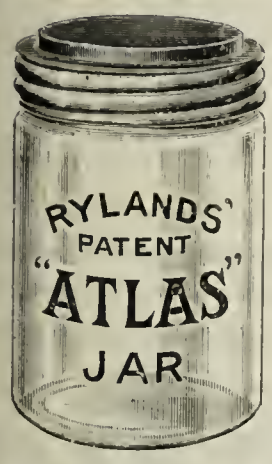
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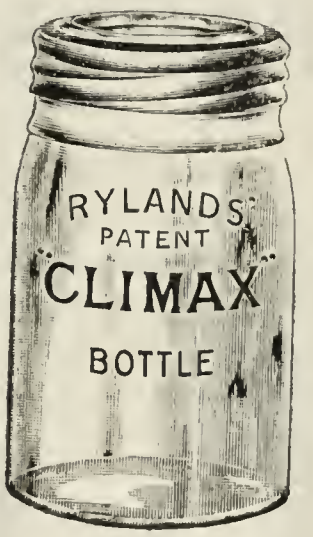
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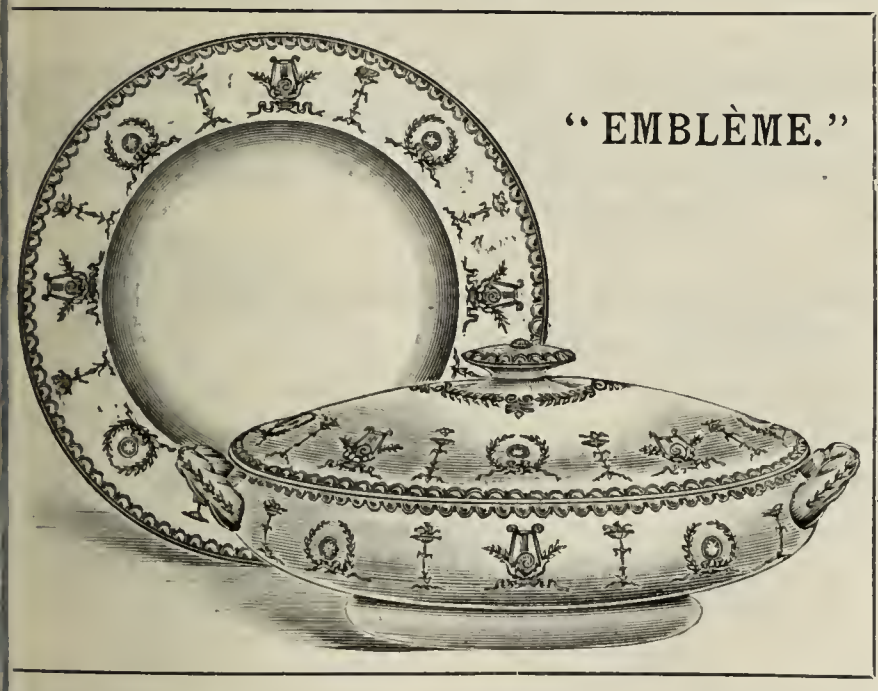
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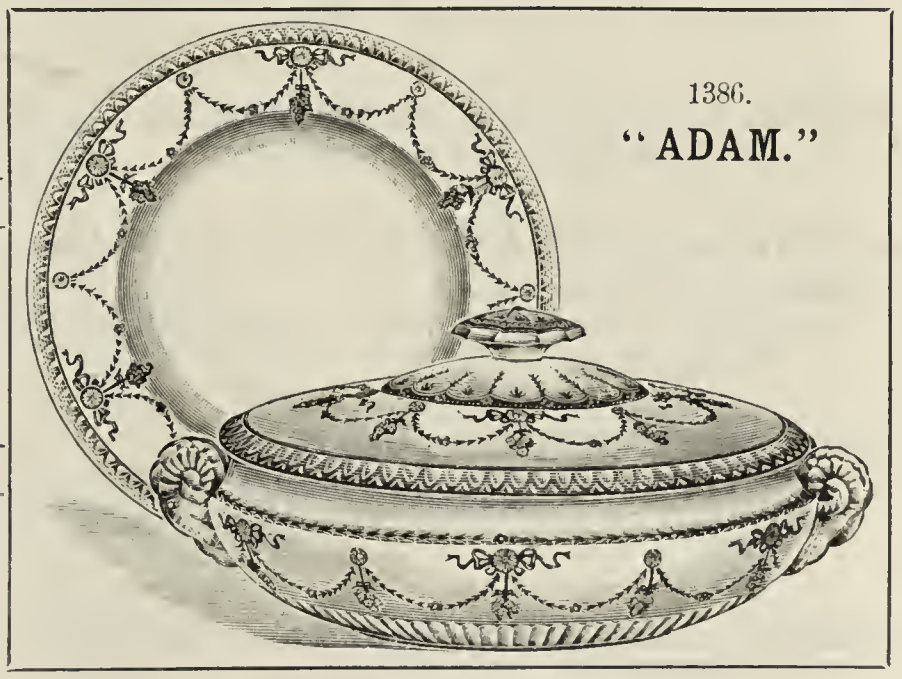
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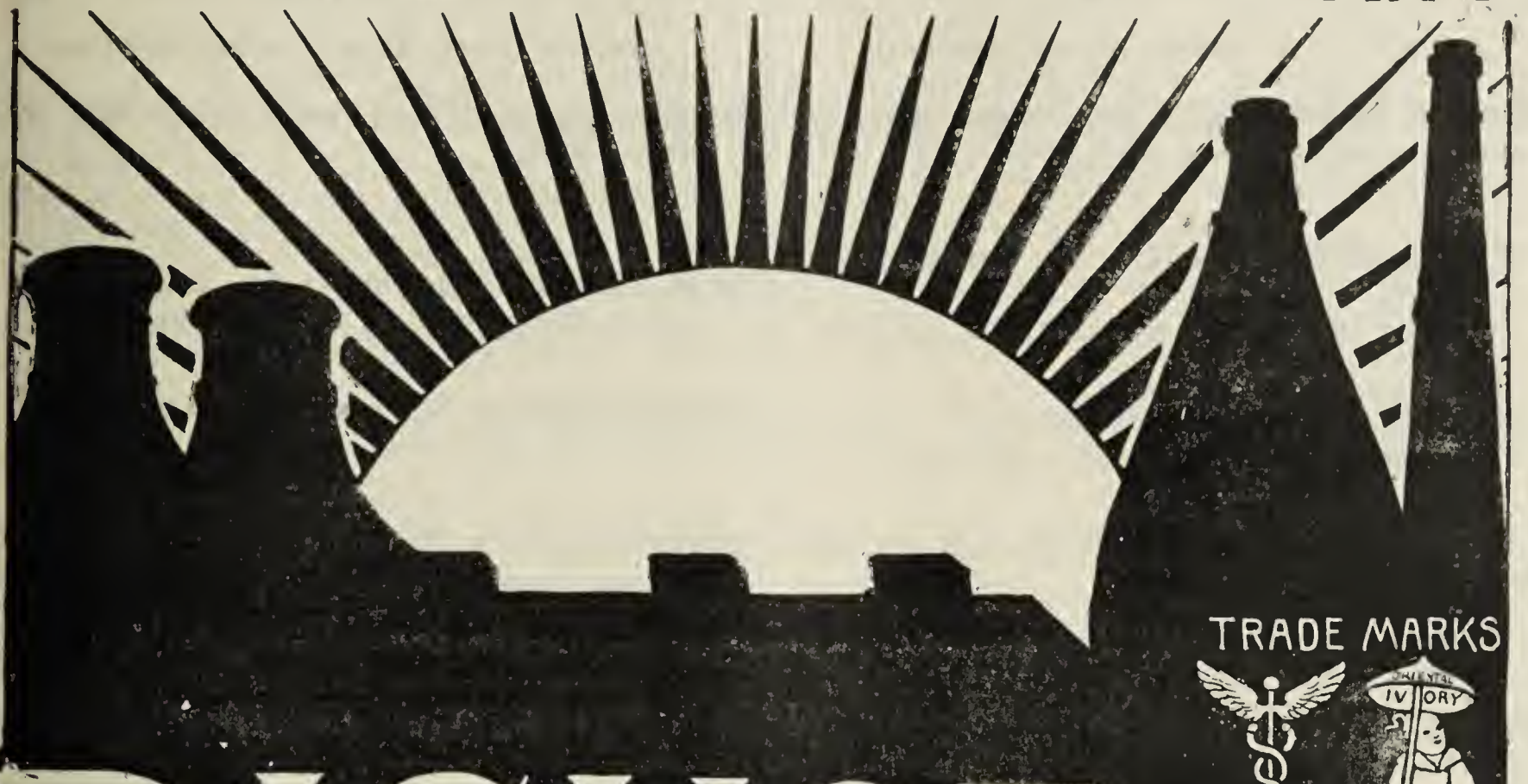
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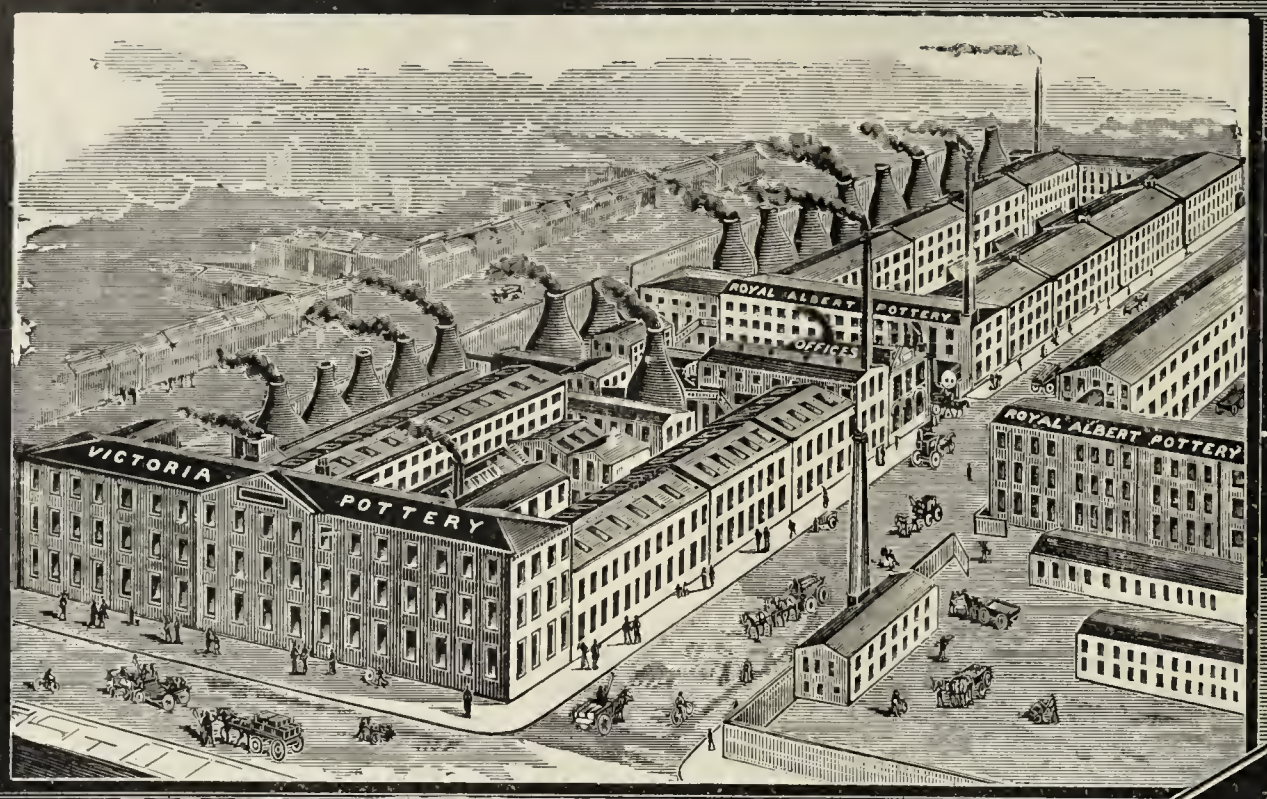
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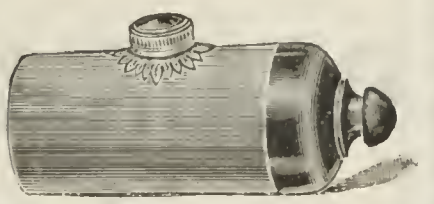
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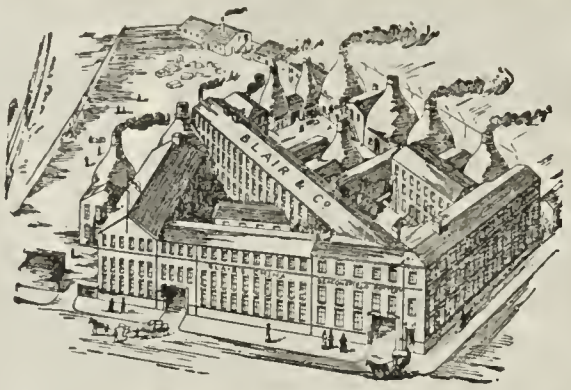


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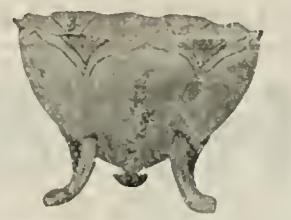
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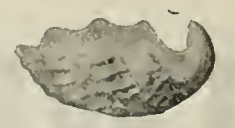
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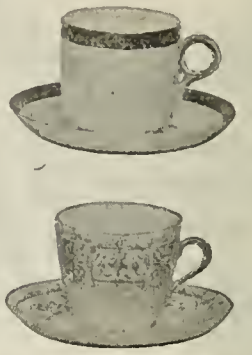
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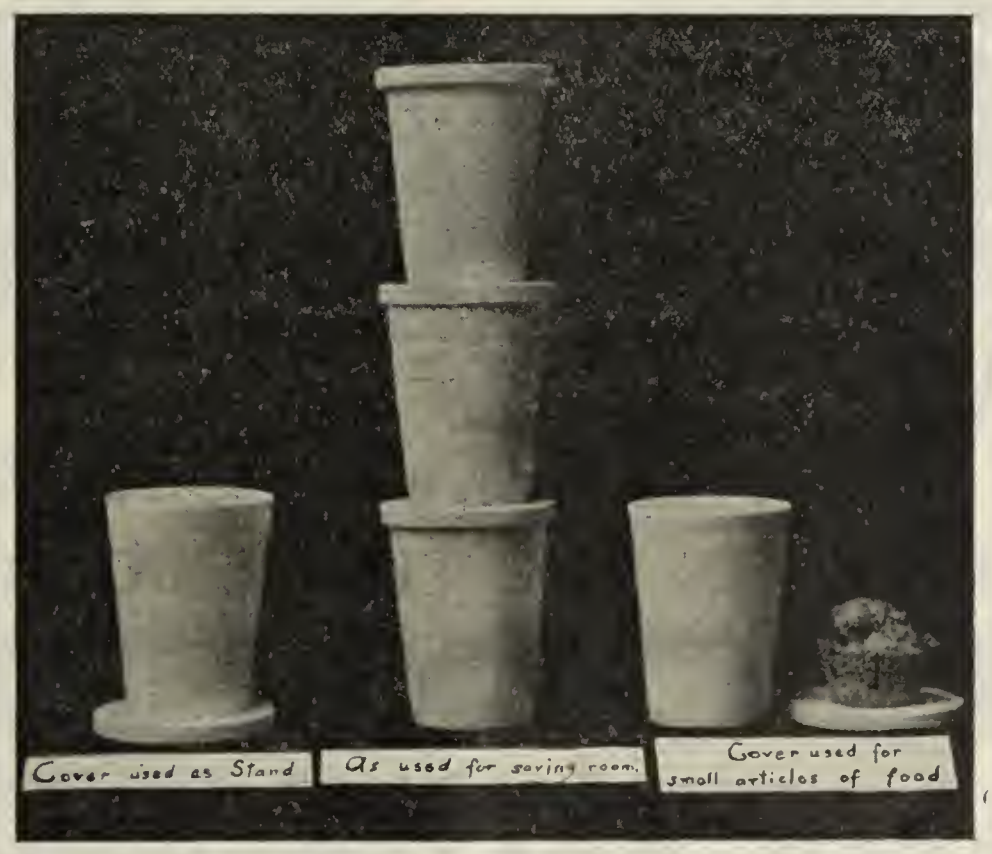
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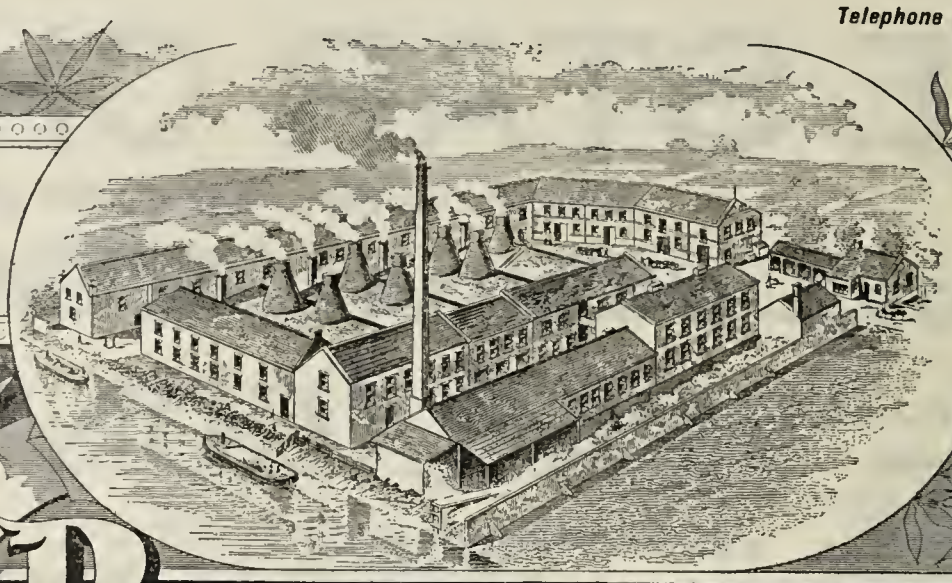
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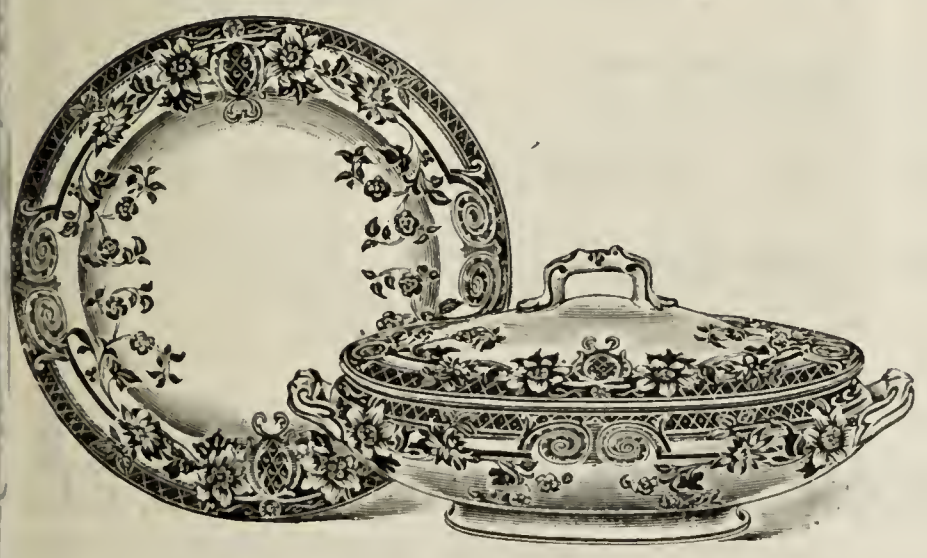


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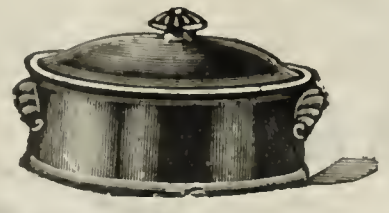
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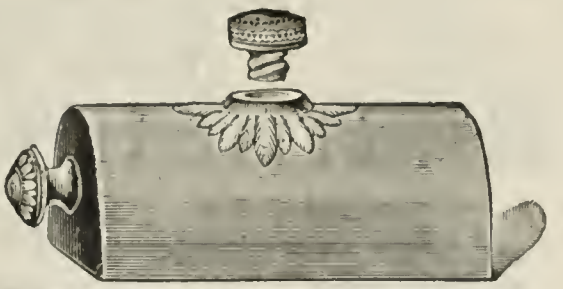
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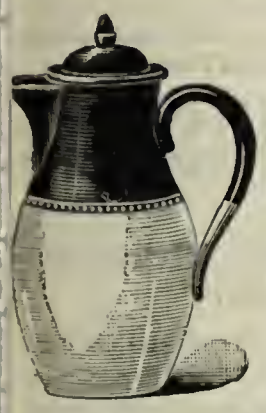




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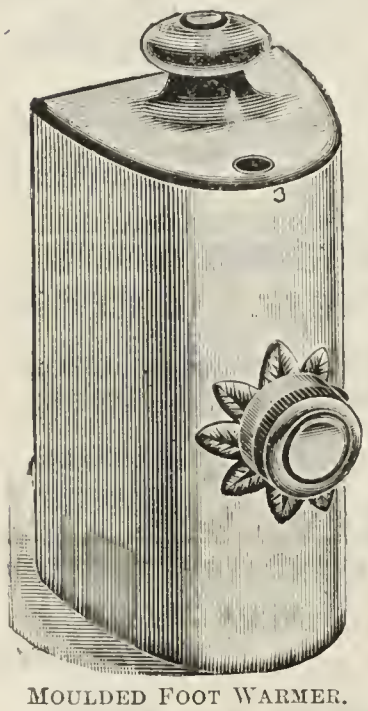


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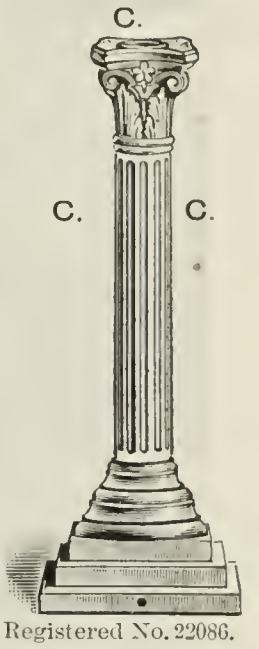
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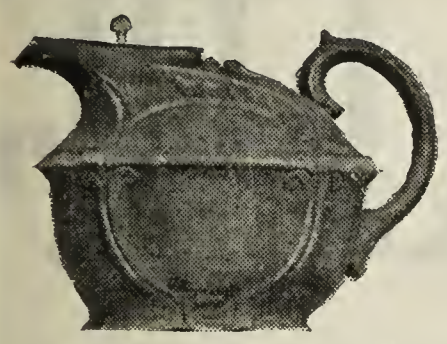


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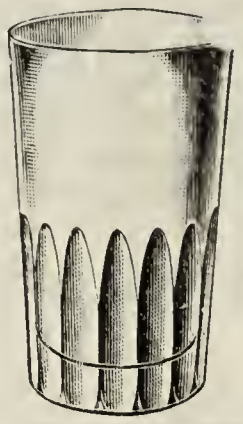
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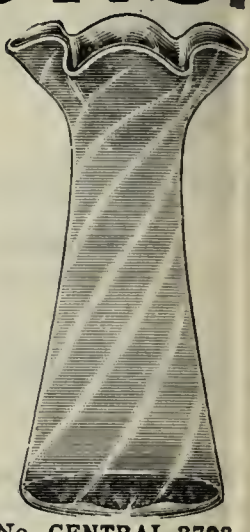
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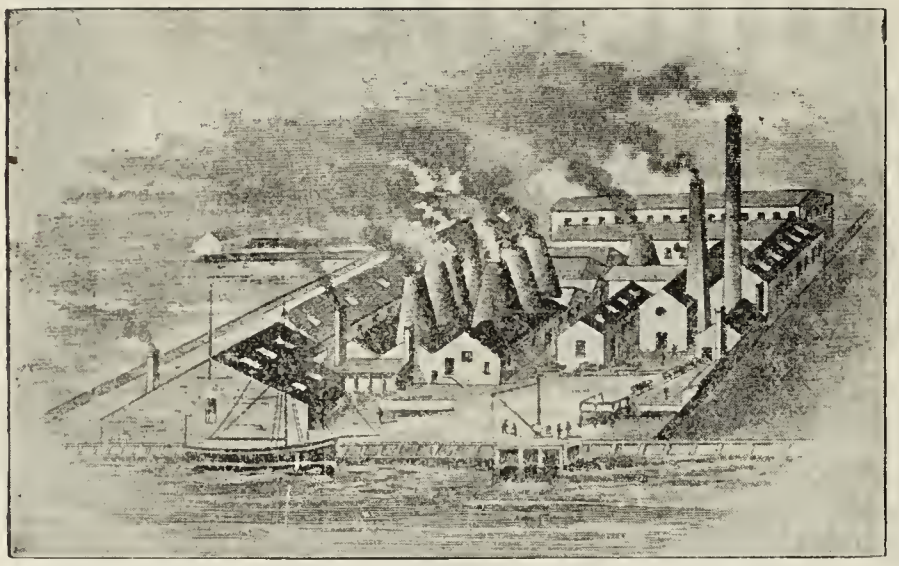
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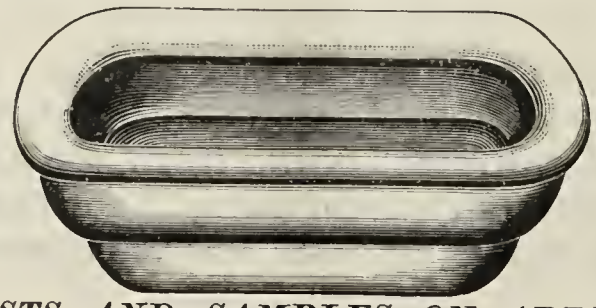
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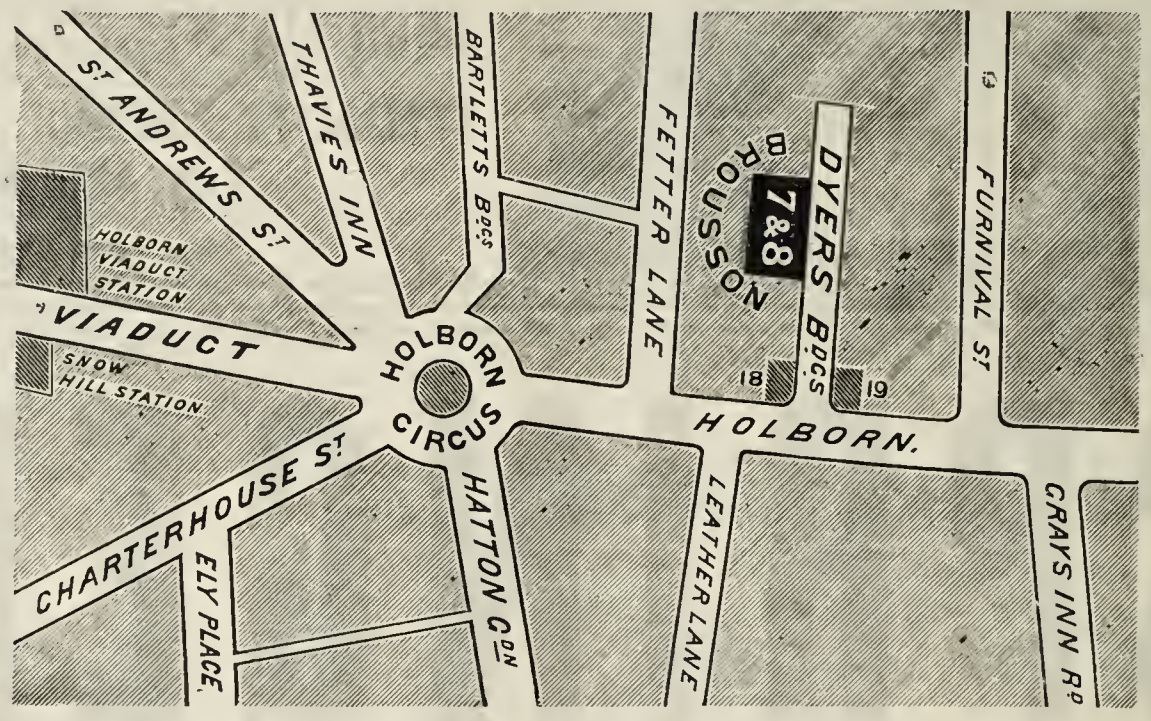
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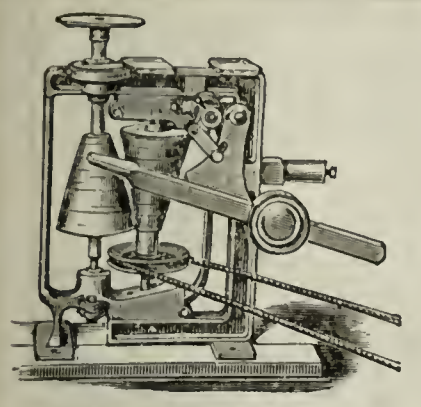


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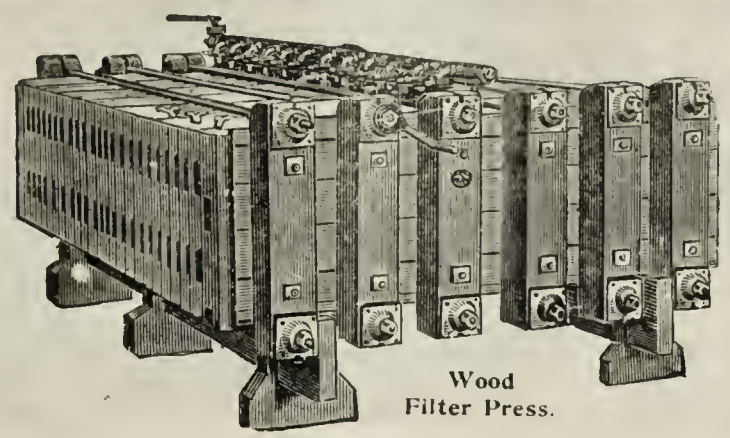
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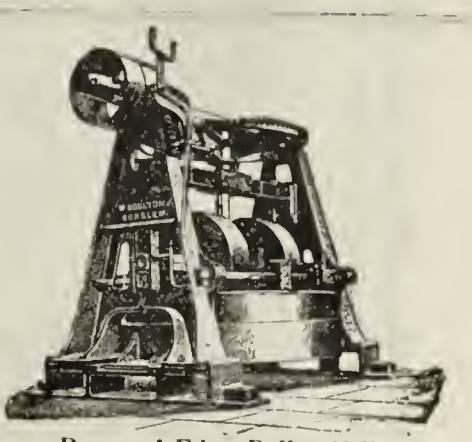
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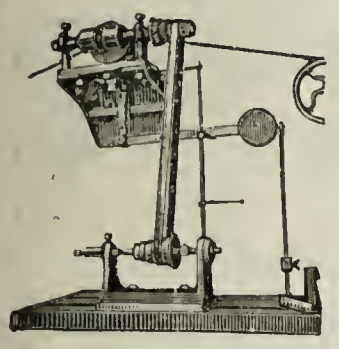
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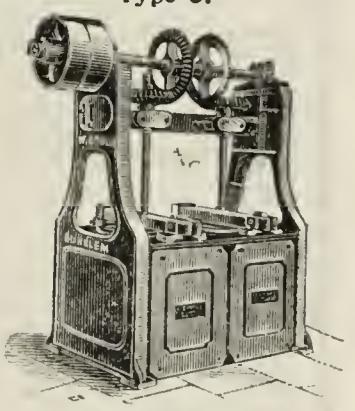
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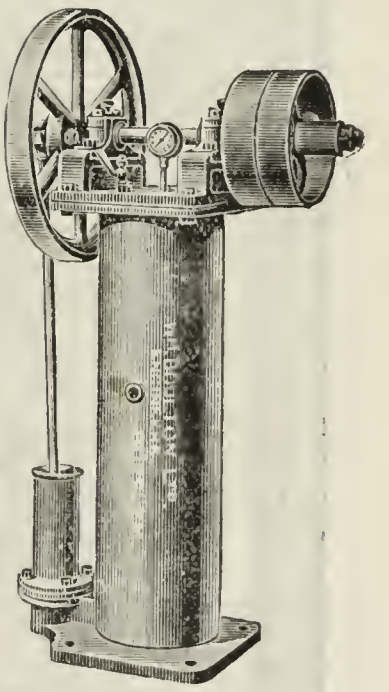
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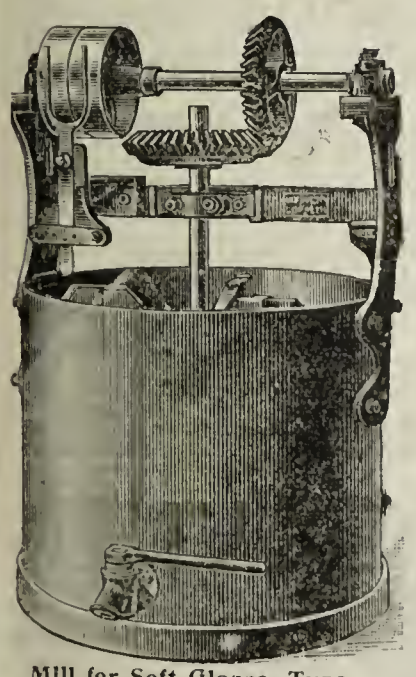
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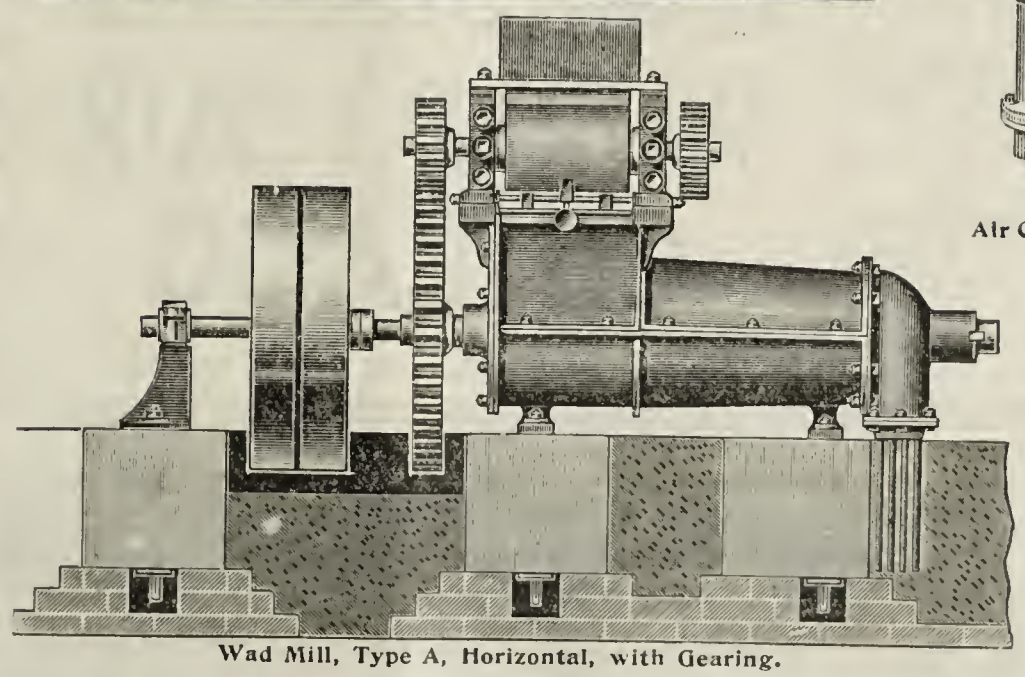
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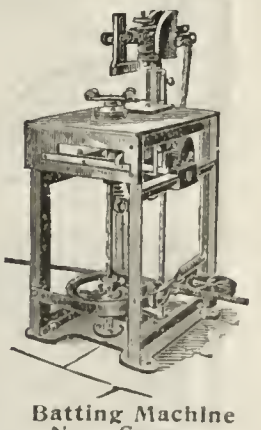
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Editorial Notes.

AN ASSOCIATION OF MANUFACTURERS.

PARTICULARS are announced of what is to be called the "British Exporters' Association," an organisation which aims at uniting in one body the manufacturers in every trade in the United Kingdom. The avowed object is to ecure, if possible, "a larger share of the world's trade for ritish manufacturers." This is a very laudable object, nd one which is worth encouraging. The isolation which ritish manufacturers seem to enjoy has, without doubt, een a great hindrance to the development of our ational industries. It would be a good thing if anufacturers in all trades and industries could be nited under conditions which would enable them to iscuss the best means of improving "British" trade enerally. Each industry should have an association f its own to look after its particular interests, but it is ost desirable that the best methods of improving the ggregate trade of the country should receive more ttention. The title, "The British Exporters' Associaon," does not seem to be comprehensive enough. The rganisation should certainly take cognisance of our home rade. We want an organisation which shall get rid of hat exclusiveness which characterises so many of our dustries, and which is even manifested by so many rms engaged in each. If the new association could be rmed on the basis of "The National Association of anufacturers of the United States of America" it would become a powerful factor in the development of British industries at home, as well as of British trade abroad. We notice that the Duke of Abercorn is the president of the association, and that prominent on the advisory committee are "High Commissioners, Governors of Colonies, and Agents-General." We should have had more hope of a useful career for the organisation if it had been promoted by manufacturers and traders, instead of being suggested to them from outside, as it appears to have been.

THE EFFECT OF A MONOPOLY.

MANUFACTURERS and traders in the Potteries have lately been complaining, as indeed they have done for years, of the extent to which their trade is crippled by excessive railway charges. The complaint, however, is general throughout the kingdom, and there is natural indignation that the railway rates for the carriage of goods made at our own factories are higher than the rates charged for the carriage of imported goods. That is a national question. The North Staffordshire Chamber of Commerce, at its meeting at Stoke on the 19th ult., discussed the application of local manufacturers for a reduction in the rates charged for the conveyance of pottery goods, and the reply received from the railway companies. In the end, a resolution was carried that a copy of the correspondence which had passed between the Chamber and the Railway Companies and of the tables which had been prepared relating to the subject, should be submitted to the Board of Trade, with a request that the Board of Trade should inquire into the questions raised by the Chamber. This resolution was in consonance with the recommendation of the Special Railway Rates Committee of the Chamber. Our manu-

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facturers may well complain when the rates charged for the carriage of the pottery made in their district are so shamefully disproportionate to rates charged elsewhere. It is quite right they should take steps to have those rates reduced; but whether an appeal to the Board of Trade in the form proposed will help them is very doubtful. The Board of Trade have no power to compel railway companies to reduce their rates, and it is not likely the companies will comply with any suggestion of the Board that they should do so. The Chamber, we think, took a wiser step when they decided to present a case to the Railway and Canal Commission, and to support Sir William Holland's Bill to amend the law relating to railway and canal companies' rates and conditions of conveyance. The present condition of affairs in the Potteries is due to the fact that the North Stafford Company have practically a monopoly of the traffic. The extension of one or two of the main systems into the heart of the Potteries might do some good, but the great hope of the pottery trade seems to be in the development of transit by canals.

THE GROWTH OF CANADIAN TRADE.

DURING the past month the announcement has been made, in picturesque Transatlantic phraseology, that "Canadian trade has passed the half-billion dollar mark." In the last ten years it has increased 133 per cent. A great philosopher has told us that "our results are only our beginnings," and this is certainly the case with Canada. What she has already achieved is only a fraction of the possibilities or certainties of her future commercial progress. Canada, in the language of New York, is "booming." She is advancing by leaps and bounds. Another trans-continental railway, three thousand five hundred miles in length, is being thrown across from sea to sea, and as her untilled soil is brought under cultivation, so factories, which already employ more than half a million hands, are springing up. Year after year the barometer of prosperity rises, and though there may be checks, such as even the United States experienced in early days, the future is so assured that Canadians have reason to marvel at the apathy which the people of the United Kingdom ofttimes show towards those who, amid many difficulties, are tilling and developing the future granary of the Empire. Only a few days ago the Lieutenant-Governor of the Province of Ontario had occasion to remark that what had struck him on visiting Great Britain was "the apathy shown there regarding Canada and Canadian affairs," adding that he had met with "ignorance wholly inexcusable" in London and other places in the United Kingdom. We fear this is only too true a statement of the case, and we trust our readers will do all they can to remove the reproach, both from a commercial and from a national point of view.

THE MESSAGE OF POTTERY.

ALL who heard Professor Armstrong's admirable address at Longton, on the occasion of the distribution of prizes to the students of the pottery classes, will have pleasing recollections of it for years to come. The practical potter and the chemical scientist must have found it intensely interesting; the pottery and chemical student would find it highly instructive, while as a purely literary effort, it was, as Mr. Rawdon Smith so graphically described it, "an exceedingly charming poem in prose." Unfortunately, the audience was not a large one, but there were some present whose hearts would throb with commendable pride when the Professor reminded them that "it was the privilege of the potter to make objects of beauty," and who would be filled with a sense of the loftiness of their art when he quoted the concluding lines of Keat's beautiful poem, "On a Grecian Urn":—

When old age shall this generation waste,
Thou shalt remain, in midst of other woe
Than ours, a friend to man, to whom thou sayst,
"Beauty is truth, truth beauty"—that is all
Ye know on earth and all ye need to know.

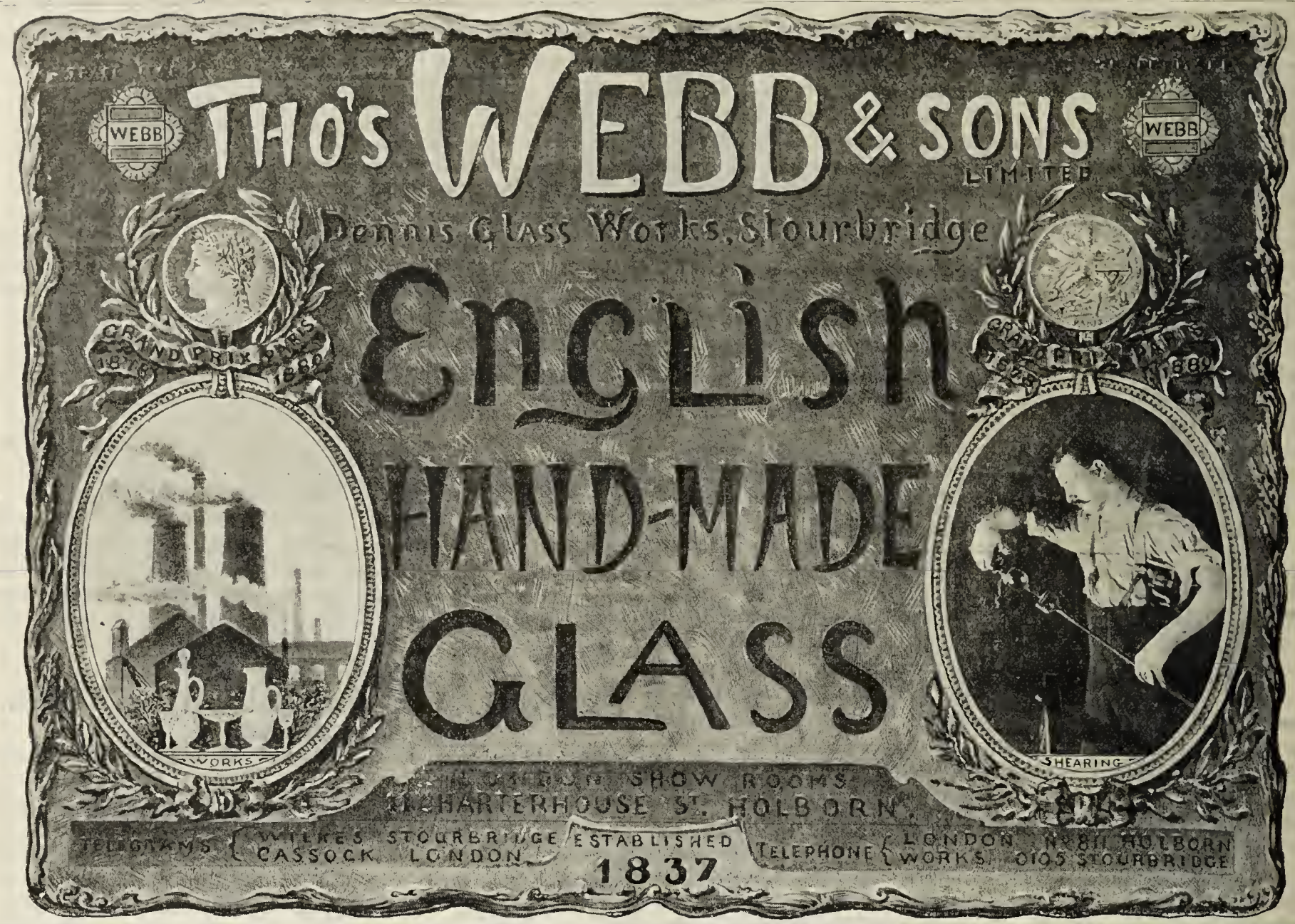
The Professor's sketch of the development of science—of the relation of science to industry, and then his dissertation on the meaning of pottery, was all, not only most instructive, but most interesting. He has done for his account of the science of pottery what Maucaulay did for his "History of England"—he has made it as readable as romance. It would be well if this address could be widely circulated amongst pottery workers and pottery students. The Professor reminded potters of the infinite field for the application of science in their industry. "You are working with Nature's materials, and we know what infinite variety she has made of them . . . So long as you are not scientific your work will be liable to defy control. . . Nothing is more certain than that leaders and labourers alike will benefit when science prevails throughout the industry." Could any words be more appropriate in an address to potters and pottery students? Could the "Message of Pottery" have been delivered more intelligibly?

FRENCH AND ENGLISH POTTERS.

(COMMUNICATED.)

AT the monthly meeting of the North Staffordshire Trades and Labour Council at Hanley, on September 12, Mr. S. Clowes reported upon his visit to the International Congress of Pottery Workers at Limoges. The Germans had the greatest voting power at the Congress because they were better organised; 18,000 out of 42,000 workers were organised. French potters were organised in about the same proportion. The French potter lived better than the English one, and his work was easier by reason of the use of labour-saving machinery. Referring to the charge of sweated labour abroad, he produced a pretty little cup and saucer which cost him 3s. 1½d. at the factory in Limoges, and said the same could be made here at much less cost. He showed some other Limoges cups and saucers, the prices charged for which would enable the French potter to be well paid for his labour. The French potter does not perform the same amount of work as the English potter. He saw transfers in use that were made in Hanley, and most of the toilet ware in one of the largest warehouses in Limoges was made in England. He was told that the French potters would not make them for the price at which they could be bought. He submitted an article of sanitary ware which was made in England for 2s. 6½d. "good from oven," and in France for 2s. 9d. "good from hand." He advised English potters to organise for the improvement of their position, and suggested that they should seek payment on "good from hand" and not "good from oven" basis.

Apprenticeship in The States.—In his address before the American Institute of Instruction, President Luther, of Trinity College, Hartford, Conn., said: "To-day there are few apprentices, and such as may still be found are learning very little. The labour unions restrict the number of apprentices to limits grotesquely below obvious needs. The boys suffer from the jealousy and incompetence of those who are supposed to teach them. The situation of a boy whose teachers wish him to remain ignorant is lamentable. Partly as the result of these things the standard of excellence in American workmanship is surely deteriorating. The number of workmen who can do a good job is growing smaller."



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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

FROM THE TRADE.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—I have pleasure to inform you that my small advertisement in the POTTERY GAZETTE has been the means of my getting a good quantity of orders at home and abroad.—Yours, &c.,

(Signed) W. HOWSON TAYLOR.

Ruskin Pottery, West Smethwick, near Birmingham, England, September 13, 1906.

A LESSON FROM AMERICA.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—The "Lesson from America" you teach us in your last issue is a good one, at the present time especially. I hope the China Dealers' Association will take the hint, and try and bring about some kind of action with the manufacturers. What has to be done is to teach the public that the tradesmen in their own town, and whom they most likely know and respect, are more likely to serve them well than a stranger who advertises, but wants their money first. A straightforward manufacturer wants to do his business with dealers in the trade. I have heard of a big firm that advertises under another name in magazines that they will send "guinea packages of dinner and tea ware direct from the manufacturers." Perhaps this is honest; but I don't think it straightforward. How can we let the public in our own towns know that we can give them better value?—Yours, &c.

Sept. 17, 1906. A PROVINCIAL DEALER.

FROM SOUTH AFRICA.

TO THE EDITORS OF THE "POTTERY GAZETTE.

SIRS,—We should be glad if you would kindly bring us into communication with large up-to-date manufacturers of English earthenware and china suitable for the South African market, which means chiefly the cheaper qualities.

We should also be pleased to be put into communication with a good and cheap glassware house, chiefly tumblers and other cheap glasses.

We would ask you only to put us into communication with such firms that are not represented in South Africa yet, with a view of getting their sole agencies for South Africa against commission, &c.

We might mention that our ——, the only partner of this firm, has been in South Africa for the last twelve years, nine of which our firm has been representing Messrs. ——, as well as ——, and of late also ——. Our connection with Messrs. —— terminates by the end of the year, and we are desirous of securing agencies of makers direct, and to bring our customers into direct communication with the makers.

If references are requires, Messrs. —— will, we are sure, furnish you with all that is necessary, but besides that, any wholesale firms in Port Elizabeth will give you full information about our firm.

Our long years' experience in South Africa and our close connection with customers should be a certain guarantee that we could do trade.

Should you know or find any likely firms that want to be represented out here, we shall be glad if you will bring us into communication with same, and kindly ask them at the same time to send us their illustrated catalogues and the terms on which they would be prepared to let us have the ageney, so that we can form an idea whether the firm in question would be suitable, and whether their prices are right, so as to enable us to be in a position to do a good trade for them.

Trusting this matter will have your attention, and that we will hear from you at an early date, we remain, thanking you in anticipation.—Yours. &c.,

Port Elizabeth. ——

[We will forward letters from British firms to our correspondent sent to us for this purpose.—EDS. P.G.

THE ENGLISH GLASS TRADE.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—The manufacturers and the workmen have had their say on this question in your GAZETTE, but the dealers so far have been content to look on. The differences between the masters and men have always had a bad effect on trade, and thus we suffer. I am neither a manufacturer nor a glass maker, but I am greatly interested in both, because I am a glass seller. If these parties had worked together as they should, we should not be selling foreign glass as we are. I have just been reading the remarks of Mr. J. L. Dobbins, secretary of an American glassmakers' union, who is visiting this country. He says one of the most satisfactory features associated with the American flint glass trade is the fact that conferences between masters and workers' representatives are held annually. For twenty years this system has existed, and is admitted by Mr. Dobbins to been of incalculable benefit to the American glass trade. At these yearly conferences, held in the latter part of July, all questions affecting the trade generally—prices, output, condition of labour—are discussed, and the decisions come to remain in operation until the next conference. There seems a disposition on the part of our manufacturers and the men's society to approach each other. Why do they not hold an annual conference and settle their differences, like they do in America?—Yours, &c.,

Birmingham, September 22, 1906. A DEALER.

SECOND-HAND BOTTLES A DANGER.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—I venture to draw the special attention of all manufacturers in the United Kingdom and also all glass bottle blowers, and the officials of the various organisations to this subject. There is no doubt that the time has come when Parliament should be asked to make the use of unsterilised old bottles illegal, first, in the interests of the public health, and second, in the interests of legitimate and safe trade. Much has been heard lately of unemployment, but little of unremunerative employment, and of the causes of these, which up to now have not been satisfactorily dealt with. It will amaze your readers doubtless to learn that of all forms of competition there is none probably so dangerous to the public and unfair to the trade as that of second-hand bottles, for the simple reason that they practically cost nothing. They are gathered from all sorts of questionable places, such as dust-bins, rubbish heaps, &c., while corporations (many of them) gather them at the destructors and sell them to second-hand bottle dealers, who give from 1d. to 2d. a dozen for medicine bottles all sizes, from 4 oz., and little more as a rule for wine and spirit bottles, while in thousands of cases they get them for nothing. Corporations ought not to sell any old bottles for use again, but should break them. The Government should prohibit corporations from disposing of sources of incalculable danger to the health of the community.

My investigation proves that the bottle industry can

C. T. MALING & SONS,

TRADE MARK C T M ESTA?? 1762.

Ford Potteries, NEWCASTLE-ON-TYNE.

EARTHENWARE MANUFACTURERS

FOR HOME AND EXPORT TRADE.

DINNER, TEA, DESSERT & TOILET SERVICES &C., IN EVERY VARIETY OF DECORATION.

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HOSPITAL AND INVALID REQUISITES.
DRUGGIST SUNDRIES.
SANITARY WARE.
PHOTOGRAPHIC TRAYS AND TROUGHS.
DAIRY REQUISITES.
POROUS CELLS.
ELECTRICAL FITTINGS.
MEASURE MUGS AND JUGS.
CONFECTIONERS' JARS.
EXTRACT OF MEAT JARS.
WHITE JARS OF EVERY DESCRIPTION.

Careful Attention Given to Customers' Own Specialities.



WATER GROUND FLINT OF THE FINEST QUALITY.

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LONDON - - Sample Rooms, 20, Bartlett's Buildings, HOLBORN CIRCUS. **Agent: G. G. MACWILLIAM.**
SCOTLAND. - ,, 51, Buchanan Street, GLASGOW. ,, **J. DUNLOP.**

EXCEPTIONALLY FAVOURABLE SHIPPING FACILITIES TO ALL PARTS.

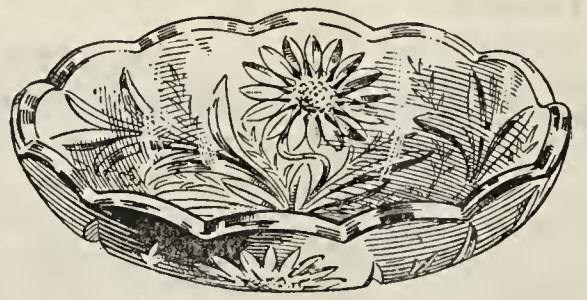
United States Glass Co.,

55, Farringdon Street, Holborn Viaduct, London, E.C.

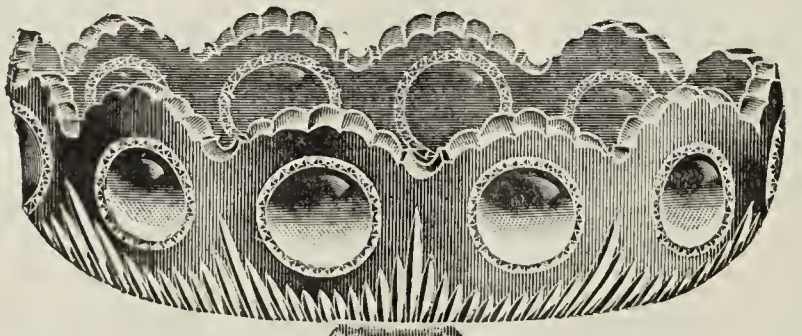
Our Factories are now working 40,000 Moulds, in which are included all useful and Fancy Lines required by the Trade.

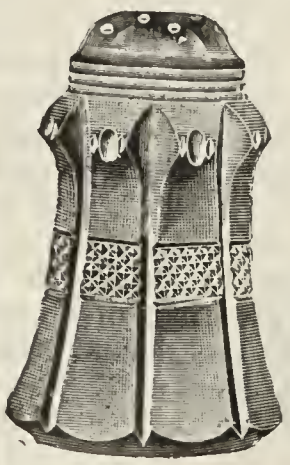
SPECIAL ATTENTION GIVEN TO LICENSED VICTUALLERS GOODS.

UNEQUALLED FACILITIES FOR EXPORT TRADE.



Crystal Rock Oval Dish, 8", 9", 10".

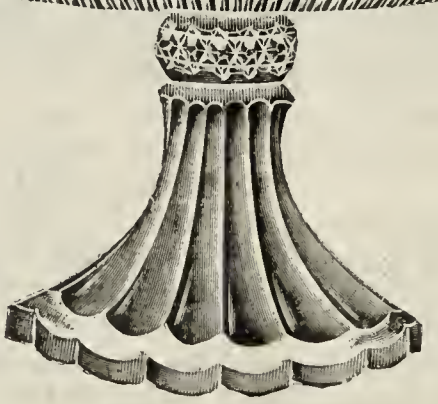




15071.—Sugar Sifter.

SHOW ROOMS ARE OPEN DAILY FROM 9.30 to 6.30.

A CALL IS RESPECTFULLY SOLICITED.



15078.—Trifle Dish.

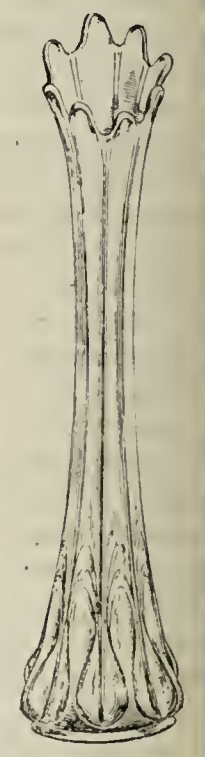
Manufacturers of

PRESSED & BLOWN GLASSWARE,

IN CRYSTAL AND VARIOUS ARTISTIC DECORATIONS.

Head Office: PITTSBURG.

Branch Offices:
PARIS,
CONSTANTINOPLE,
FRANKFORT (GERMANY),
NEW YORK,
PHILADELPHIA,
BOSTON, BALTIMORE,
CHICAGO,
SAN FRANCISCO,
SYDNEY, N.S.W.



16062.—Vase.
8", 12" 16".

be made a flourishing one, remunerative to the master and adequately paid to the men, if they will deal in a business-like way unitedly, and lay the facts before their local Parliamentary representative. One large manufacturer informs me that if the trade in second-hand bottles were prohibited he thinks most if not all of the unemployed glass blowers would be now employed. A workman engaged on first-class work says that he earns not more than £1 per week on an average, which is really little better than British slavery brought about by a cause which could be easily remedied—but action as well as discussion is necessary. Every manufacturer in Manchester, and all others to whom second-hand business has been mentioned, denounce it. Now, let every one of them unite to have the evil suppressed, and while ridding the public health of a terrible danger, bring prosperity to their languishing industry. They should also unite in not cutting their own prices below a certain level, for this constant reduction of prices means one of two things—less benefit to masters and men, or a sacrifice of quality. In your GAZETTE for July you mention, p. 798, that from returns received there were, on the last day of May, employed in Yorkshire, 4,136, and their earnings £4,989, and on p. 826 it is stated that 45 per cent. (or nearly half) of the Yorkshire Bottle Makers' Society are out of employment, and that, despite the heavy drain on the funds of the Union, those employed are called upon to a contribution of 4s. per week each to the support of the unemployed. This proves the men employed are receiving the magnificent sum of just over £1 per week. It is sincerely to be hoped that every master and man, and all trade union, and even non-trade unionists, officials, and men, will leave no effort untried so as to bring about prosperity in this great industry, which has almost been ruined by this dirty, disgusting, and unparalled form of unfair competition of the second-hand dealer, who, for simply washing his ware, makes a profit of many hundreds per cent., and at the same time, and as the result, thousands of able-bodied men are caused practically to starve.—Yours, &c., S. T.

August 23, 1906.

"TIED HOUSES" IN THE POTTERY TRADE.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—At a time when so much is being said and written about the decrease of business in our home china trade in relation to the "Wake-up, England" policy, there seems to me to be one thing not yet touched upon, which I am sure is open to a deal of attention and improvement. I am referring now to the tied-house system of doing business, as adopted by certain noted firms. Let me give you an instance of what I mean. Here is a large seaside resort, with a first-class residential population of about 70,000, and for nine months of the year about 130,000 floating. The visitors who come here are all of the better order, the ordinary tripper being looked upon as an interloper, and treated as such. In this large town there is one china dealer only, who is "supposed" to sell these goods. Any orders from the other dealers, of whom there are several, would be refused at the works. Is this fair and just to the china dealers in general or to the public? A customer may wish to buy, say, a tea service of a good medium quality, and she had in her mind's eye one of the above makers, but for some reason or the other does not wish to go to the "chosen" shop to purchase. There is another first class shop (possibly doing twice the turnover of the "chosen" house, and one who caters in an up-to-date manner for all that his customers need), and, as the lady shops with him, to him she of course goes. He has none of these wares to show, consequently he cannot sell them, but he has some good examples of foreign china decorated in similar styles to the above manufactures, and, being a good salesman withal, he sells her one of these, and possibly some decorative china as well. You cannot blame the dealer; he can only sell what he can buy. Who would you blame? Certainly not the customer.

Of course, I am not for a moment suggesting that the productions of these good houses should be indiscriminately sold to any of the little so-called china shops who may fancy they could sell them, but I do say that this system of tying themselves up to one house in one large town is wrong—wrong to the dealers and wrong to the manufacturer, because what safeguard has he that the dealer does justice to his wares once he has got the monopoly of same? Here in this town there is one large stores, the china department of which, although not supposed to sell any of these goods, has nevertheless passed during the last six months invoices to the value of £222 for goods of the makes referred to, and this in spite of the fact that they are all obtained "second-hand." How much more could be sold if they were at liberty to purchase what they wanted first hand, direct from the agents? As to other large firms who grant no monopoly, they, I feel sure, are satisfied with the trade done with this house during the same time.

This is one instance which goes to prove that the manufacturer has no safeguard when he grants a monopoly of this sort. He places his trade for that town in the hands of one man only, who may do justice to it or not. How can a man who has spent the best years of his life handling and selling the productions of these firms (should he go into business on his own account or manage and buy for another) be expected to drop all connection with same, because there is "one only chosen" in his town that must do the business, and who has no special knowledge of the beautiful productions these firms create? Their wares are of every day use in the home, from the kitchen to the drawing-room. A man who is experienced in all that is best to the pottery retail trade, who has a business in a good quarter of the town, and is a short distance removed from another shop of the same nature, who tries his utmost to improve or build up a first-class business, has, I maintain, the right to purchase in open market any goods he may want (otherwise than special reserved patterns) providing his credit is good. There should be no bar or monopoly to stop his success. Perhaps some other readers of the POTTERY GAZETTE can also have something to say about this subject, which seems to me to be of special interest to the trade in general.—Yours, &c.,

September 3, 1906. CERAMIC.

ANSWERS TO CORRESPONDENTS.

James D.—You will find the information in the "Diary."

R. M. C.—We will endeavour to send you the information. It will be ready in about a week.

A Beginner.—Only experience can teach you the class of goods best suited to your neighbourhood. When buying, ask the manufacturer, or his agent. They will know and will tell you.

Manchester Dealer.—You can sue in the County Court without a solicitor. You cannot claim interest unless you have a distinct agreement that interest would be charged on overdue accounts.

Ancient Pottery.—In the course of excavations for building purposes at Horsham, several large specimens of old pottery have been discovered. They are not quite perfect, being chipped, and some being minus small parts. There are four large jars with handles, and two large urns, with dark green glaze. They are supposed to belong to the thirteenth century.

"BURLEIGH-WARE."

High-Grade Semi-Porcelain.

TOILETS.
DINNER SETS.
FANCY GOODS.

ORIGINAL REGISTERED SHAPES.
ARTISTIC DECORATIONS.
MODERATE PRICES.

NEW SEASON'S SAMPLES IN GREAT VARIETY.

BURGESS & LEIGH,
MIDDLEPORT POTTERY,
URSLEM.

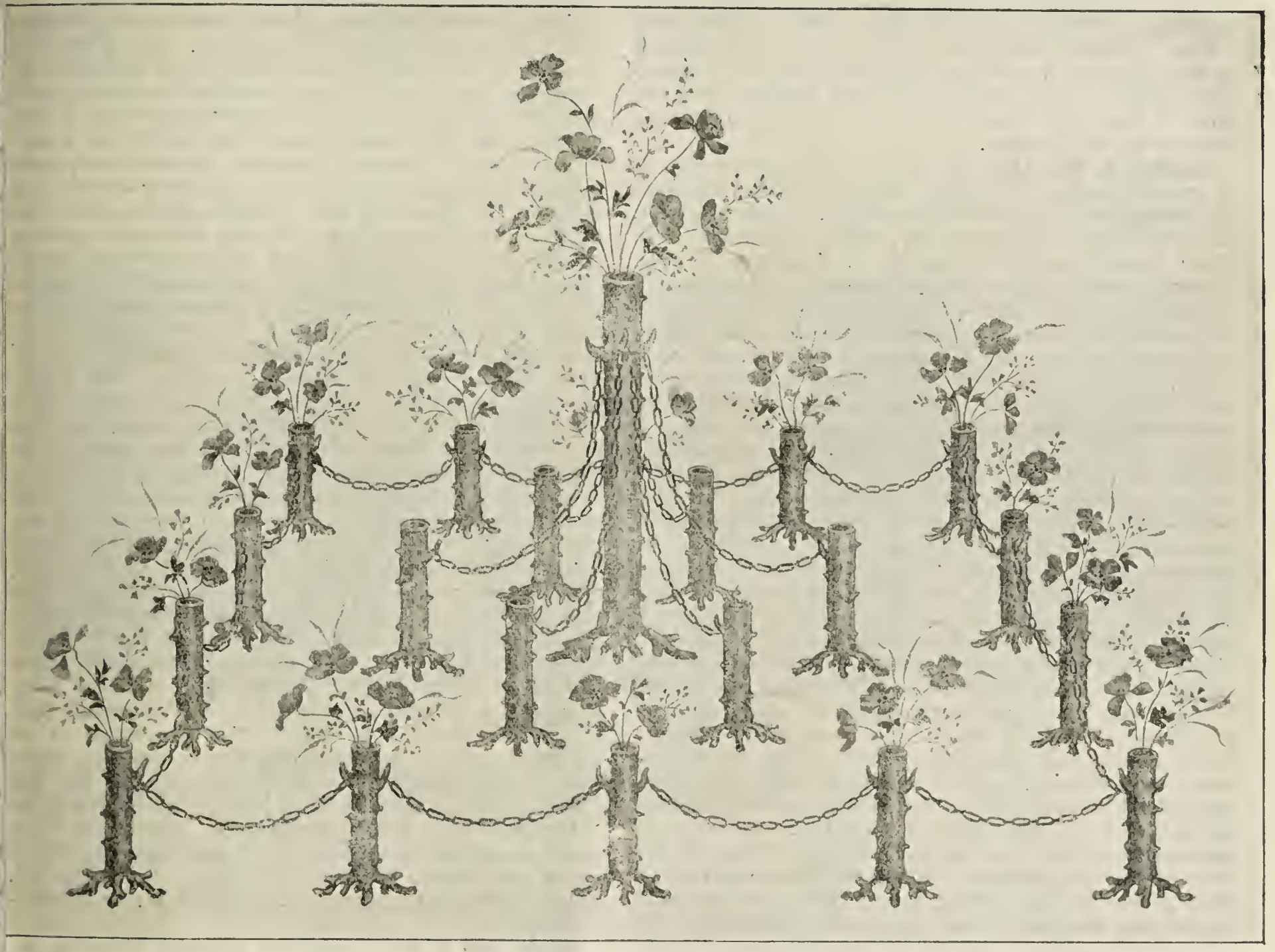
REPRESENTATIVES:—

COUNTRY :—
MR. A. H. HOLDCROFT.
MR. WILLIAM H. LEIGH.
MR. R. J. HEATH.

LONDON :—44, Farringdon Street, London, E.C.,
MR. J. POINTING
NEW ZEALAND :—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.
AUSTRALIA :—THOS. W. HEATH & CO.,
51, Paling's Buildings, Sydney.

Buyers' Notes.

Mr. John Walsh Walsh, Soho and Vesta Glass Works, Birmingham, has always a beautiful display of high-class useful and ornamental glass ware at the London rooms, 4, Holborn-circus, E.C. But the representative, Mr. R. H. Wood, is just now making a better show than usual. The firm's rooms are as elegant as business rooms can be made. The pure white ceiling, the dainty fittings, and the silvered glass round the walls and on the tables, are all in harmony with the artistic glass samples shown. Even beautiful, richly-cut crystal is seen to better advantage amidst appropriate surroundings. These are furnished in perfection at these rooms. The firm are manufacturers of all kinds of plain, cut, and engraved table glass, and they show samples of these in great variety. They include reproductions of the heavy-cut designs which were once so highly prized, but which for some reason went out of fashion. There is a demand for them again, and so richly cut decanters, water bottles, spirit bottles, and bowls are shown in heavy-cut designs—some new, and others exact reproductions of old styles. The firm make all kinds of globes and shades for gas, incandescent, and electric lighting. One of the principal lines, however, consists of glass decorations for tables. The name of John Walsh Walsh is known for the beautiful table ornaments produced in such profusion during the last ten or twelve years. Naturally they improve on these dainty goods year after year, and it is quite safe to say that in the specialty for the coming season they have excelled themselves. They call this the "Maypole" table decoration, which they have registered, and the accompanying illustration gives as faithful a representation of it as can be given in black and white. It consists of rustic posts, connected by glass chains. These can be arranged so as to suit tables of any shape or size. A tall centrepiece represents the maypole, and chains can be suspended from the top of it and stretching to any required number of smaller posts standing around. The suite is made either in crystal, or straw opalescent. The glass chain is an interesting novelty. Another new series for table ornamentation is an improvement upon the "Thistle" pattern. This year the crystal cut thistles are made up into groups of all sizes, consisting of one, two, or three flowers and buds, and up to larger groupings for centre pieces. There is one fine centre piece standing 30 in. high, and comprising quite a number of thistles, buds and leaves. These are now mounted on plated fittings, very skilfully formed to represent the trunk and branches of the plant. These fittings are light in appearance, yet of considerable strength.



Mr. John Walsh Walsh.

An interesting artistic novelty consists of a series of vases classical in form, and in ornamentation. They are in pure white opaque glass, satin finish, and gold. They are embellished with neat festoons in the Adams style. The gold decoration is very effective. These vases and bowls are well adapted for sideboards and "what-nots." The ornamentations are specially designed to harmonise with the old-style furniture now so popular. These dainty vases, in white and gold, with their lace-like surface, and glossy finish, are exactly what a lady of taste would like to see in her boudoir or morning room. Many of the firm's special lines of former seasons are still in demand, and they are showing a number of novel forms in their "Radium" glass. A feature of the present display is the revival of a number of early English styles and shapes in clear crystal, and amongst them are some pretty little cut-glass salt-cellars. Buyers visiting Birmingham will be interested in knowing that a new line of electric cars is now open, starting from the Council House and running past the door of the Soho Glass Works, occupying only ten minutes on the journey.

Doulton & Co., Ltd., Burslem, are amongst the most progressive potters of the day. Anyone who is in the habit of visiting their London show rooms at 14, St. Andrew-street, Holborn-circus, E.C., periodically, will be convinced of this. Their London representative, Mr. J. Thompson Bourne, is always able to submit to his customers an increase in the number, and a marked development in the character of the company's samples. But those of us who remember the firm (they were not a "company" then), and their works, twenty-five or thirty years ago, are able to appreciate more fully the marvellous progress made since then, particularly in the production of ceramic art ware. A recent visit to the London rooms, however, and a sight of the new samples Mr. Bourne has just received from the works, show that the increased attention paid to the artistic side of their business has not in any way diminished the company's interest in useful pottery. In addition to samples of the wonderful "Sang de Boeuf," "Rouge Flambé," and other rich and rare glazes similar to those in which Chinese potters once excelled, Mr. Bourne is showing a great number of novelties in useful china ware. These include china toilet services, dinner sets, dessert services, tea and breakfast ware. These must not be confounded with the high-class earthenware goods of every description, of which a succession of novelties is constantly forthcoming. The expansion of the business in the last two years has been largely in connection with useful china at moderate prices. A visit to the works a short time ago showed how this has been accomplished. At the commencement of this year an absolutely new china factory built on the site of some of the older works was opened. This is now in full working order, fitted with the most up-to-date machinery and appliances available. The production of china is also carried on quite apart from the earthenware works. The new factory has been designed with the view to save labour, and to increase the comfort and convenience of the workers in every possible way. My duty at present, however, is with the company's wares rather than with their works; still, a knowledge of the increased facilities of production they now possess enables us to understand the noticeable increase in the number and variety of samples of useful china to be seen in the London show rooms. Prominent among these are beautiful china toilet services, characterised by graceful forms and light ornamentations. Indeed, on all the useful china there is a tendency to lightness of decoration. The patterns are small and neat, while the translucent glazes add materially to their pleasing effect. Some choice floral decorations are applied to a chiné ground. The ware looks as if covered with "Tulle," tinted very slightly, and with flowers painted on it. The ornamentation is very suitable to china toilet ware, and it is applied to several shapes. There are many new shapes in earthenware toilet services. These conform to the prevailing taste for tall ewers, and pleasing variations in outline are introduced. The variety of new decorations, also, is very great. The "Java" pattern is a neat floral design, in a rich combination of bright colours after the manner of Japanese decoration. Another very pretty ornamentation is the "Waratah" rose—the national flower of Australia—beautifully painted. The "Aubrey" is a new shape with tall ewer, and is decorated in bright colours with the "Chinese Pagoda," the pattern being applied both outside and inside the round basin. The new samples in dinner ware are as pleasing as they are numerous. The majority of them have neat printed borders and gold edge, with printed patterns inside the borders. One of these has festoons of roses added to the border. It is seen to advantage on the "Cecil" shape, which has an oval vegetable dish, without embossments. The "Delia" is a new dinner shape, with oval vegetable dish which has a sunk lid and "ears" instead of handles. Several new printed patterns are applied to this shape, one very effective one being in two shades of blue. Many additions have been made to the already large selection of dessert services. Messrs. Doulton have long been famous for their artistic dessert ware. One set now on show is beautifully painted with orchids, by Dewsberry. A different species of the flower is shown on each piece in the set. Other dessert sets have flowers and fruits exquisitely painted by J. H. Plant, John Prince, H. Piper, and others. (Mr. Piper's gooseberries are luscious even on china.) Some novel decorative effects are shown on dessert plates, which go to show that in the hands of skilful artists contrasts are even more effective than harmony. The numerous novelties in tea ware include pleasing shapes, and subdued colourings, and also some rich designs. There are new shapes in teapots; the "Hecla" is an octagon shape, and has what is called a "safe spout." The spout is high up in the pot, and does not protrude beyond the body of the pot. It is thus short and strong, and the liability to get broken is greatly diminished. The "Simla" and the "Friar" are other new teapots, the latter being ornamented with a likeness of "The Friar" on the sides. Amongst many new jugs is one with illustrations and quotations from "The Jackdaw of Rheims." The decoration is an imitation of an old stone building with ivy creeping up the sides. The quotations are round the top of the jug. There are many new shapes in jugs; a quaint one is the "Becket," which has three flat sides. Quaint and fancy pieces are shown in abundance. A new squat candlestick has a deep saucer to catch any tallow that might fall. Tobacco jars and covers are amongst the new miscellaneous pieces.

Myott, Son & Co., Alexander Potteries, Cobridge, are manufacturers of earthenware and semi-porcelain, their principal lines being dinner and toilet ware. They have appointed Mr. W. A. Cosford their London representative, and he is now showing a good selection of their samples at his rooms 60, Gamage-buildings, Holborn-circus, E.C. A good selling line with them has been the "Queen" shape toilet service. It is a neat design, with a deep round basin. It is selling well now, but they have brought out what they call their "New Queen Shape" toilet set. This is rather larger than the original "Queen" shape, and is slightly different in form. It is a graceful shape, and is shown in several attractive decorations. The "Imperial" is a good shape toilet, with embossed panels on the sides of the ewer, which are well adapted for floral decorations. The "Imperial" looks well in plain white, with the embossments gilt and the handle and serrated edge of

the neck in stippled gold. The "New Art" shape toilet is not one of the new ones, but it is a good one, with tall ewer and deep round basin. This is ornamented with a number of printed patterns in Canton, flow blue, and enamel colours. The shape is supplied in self colours. One in plain green has a good appearance. The "Washington" is a good dinner shape, with oval vegetable dish on foot. It is ornamented with rose and ribbon pattern in several printed colours and also in enamelled. The "Washington" (shape and pattern) was purchased at the Old Hall sale. The "Tudor" is one of the best of the dinner shapes. Decorated in flow blue and gold edge it makes a handsome service. It is also decorated in enamelled floral designs, shaded celeste, and traced and gold edge. The firm make trinket sets decorated to match toilet services. Some good lines in earthenware teas, flower pots, and sets of jugs are shown.

Sanderson & Young, 21, Red Lion-square, and 11 and 13, Princeton-street, London, W.C., may, not inappropriately, be described as "universal providers" to glass and china dealers. They are wholesale importers, merchants, and factors and agents for every class, price, and description of fancy glass, china, earthenware, and pottery. They keep an immense stock of one sort and another in London. In many lines they supply complete and original cases only, while in others they break bulk and supply packages of goods assorted to meet the wishes of customers. Large and varied as their stock is, they are constantly anticipating the inquiries of dealers for "something new" by providing it. A few days before my recent visit to Red Lion-square Mr. Young had returned from one of his periodical visits to the Continent, where he had secured several novelties for the Christmas trade. Samples of some of them had arrived, and others were expected daily. Of those shown me the most striking was what is called "Lagoona" ware. It is shown in a variety of fancy shapes in jugs, vases, &c.; many of them are very pretty designs. The body is a hard earthenware, and the pieces have a shaded brown ground, unglazed. The ornamentation consists of filberts in natural brown colour with green shaded leaves. The filberts are arranged in clusters, which vary in size according to the size and character of the pieces to which they are applied. On small piece there is a cluster of two or three filberts, while on larger pieces the clusters are larger, and when required there are two or more clusters. It is a quaint but pleasing ornamentation, and will appeal to those who like natural subjects. The illustration shows a number of pieces in "Lagoona" ware. The new samples include several suites of table-ware in very pretty decorations. Fruit dishes, trays, biscuit boxes, sardines, triple trays, comports, cheese stands, butter dishes, &c., are decorated uniformly in many pleasing patterns. We give an illustration of a round fruit dish belonging to one of the new sets. It has a tinted ground on which there are round panels with nicely painted flowers. The firm are showing a new range of vases and fancy pieces with the ground in imitation of tapestry, and on this ground there are flowers prettily painted in natural colours. They call this the "Gobelin" decoration. The forms to which it is applied are specially suited for this particular treatment. A special line for Christmas counters is a series of miniature pieces in light and dark blue ground with raised figures in white, after the style of jasper ware. There are pretty little vases, trays, boxes and lids, &c., in this style. Messrs. Sanderson & Young are noted for the variety of their figure ware. They have many novelties in these; a quaint one consists of the seated figures of a negro boy and girl holding ash trays. Those who wish to brighten their stock by adding something striking will find it in a range of raised flower decorations. There are orchids, poppies, and other bright flowers in natural colours applied to a number of fancy shapes, particularly vases and baskets with the flowers outside. The firm's stock of figures of all kinds is very large, and includes a number of little children in all sorts of playful attitudes. They keep a large stock of English china heraldic ware. Arms, crests, and mottoes are applied to small fancy articles especially for bazaars and Christmas trade. They are showing a nice assortment of miniature Samian art pottery in useful and fancy pieces. In addition to the business they do in their own name, Messrs. Sanderson & Young are the London agents for several manufacturers whose samples are shown in their new rooms, Gamage's-buildings, Holborn Circus, E.C. They represent **Mr. Hermann Müller** for Bohemian glass. His principal productions include decorated and engraved flint and coloured glass in great variety, trinket sets, liqueur sets, engraved flower tubes, and fancy vases and spills. They also represent **Bilton's, Ltd.,** Stoke-on-Trent, manufacturers of Samian teapots and a large variety of decorated jet, rockingham and other goods.

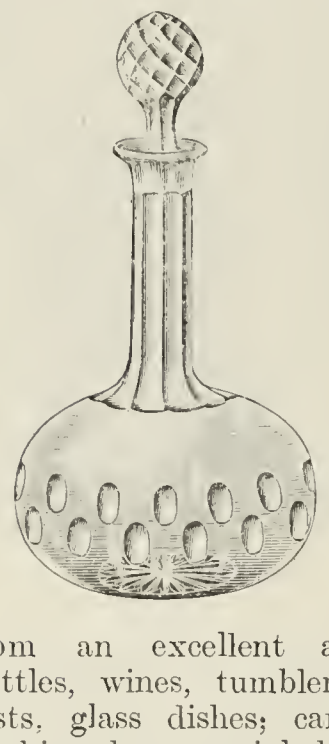


SANDERSON & YOUNG.

George Procter & Co., Gladstone Pottery, High-street, Longton, are represented by Messrs. Sanderson & Young, who are showing at Gamage's-buildings samples of their special lines in china for Colonial and home markets. There are tea and breakfast sets in new shapes and decorations, badged ware, arms ware, and Queen's white. Messrs. Procter make a special feature of view and present ware

The New Hall Pottery Company, Ltd., Hanley, are manufacturers of general earthenware for home and export. They have London show rooms at 34, Hatton-garden, E.C., and Mr. Robert Audrey has recently been in attendance there with a number of new shapes and decorations, particularly in toilets and jugs. The popular "Warwick" shape toilet service is shown in several new decorations. Some pleasing shaded effects are appropriate to the embossed pattern. Another new Japanese decoration, the "Tokio," is applied to the "Royal" shape, and suits it admirably. The tall ewer displays the bright colours to advantage. Some new enamelled patterns are also shown in the "Royal." The "Waverley" toilet set is not a new shape, but it maintains its popularity, and Mr. Audrey says it is selling as well as ever. It is seen in several new decorations, one of them consisting of a series of small rosebuds scattered over the surface. It has a deep round basin, and the printed and gilt decorations are applied inside and out. Some new tea and breakfast shapes are light, and very attractively ornamented. One shape, the "Nero," is almost as light as china. A new shape cheese stand and cover is shown as a cheap line in white and gold, printed and enamelled. The other samples include butter dishes, teapots and stands, and decorated flower-pots.

Mr. John Jenkins, 32, Ely-place, Holborn-circus, London, E.C., has just received a number of new samples of Bohemian crystal glass expressly for the coming Christmas trade. These samples can now be seen at his show-rooms, together with the great variety of cut table glass he always keeps in stock. Mr. Jenkins imports all his goods direct, and his arrangements with his manufacturers allow him to quote the best possible terms to his customers. Many of his shapes are his own designs, and are made exclusively for him. The cutting is beautifully executed, and the general appearance of the pieces leaves nothing to be desired. His stock includes useful crystal table glass of all kinds blown and cut. Customers can make their choice from an excellent assortment of decanters, spirit bottles, wines, tumblers, water-jugs, finger-bowls, knife-rests, glass dishes; candlesticks, and trinket sets. Mr. Jenkins has special lines in richly cut crystal glass toilet services and trinket sets. He has a great variety of the latter, either with candlesticks or puff-boxes, or both can be had. The styles of these trinket sets are very pleasing. Dealers can not only have the trinket sets complete from stock in London, but, as Mr. Jenkins has always a large loose stock, they can have the separate pieces—trays, candlesticks, puff-boxes—in any quantities. Some very handsome cut glass toilet sets in good patterns are on show, and can be supplied from stock. He is in a position to supply dealers with original complete packages, or they can make their own choice from the samples and have just the quantities of each they may prefer. Mr. Jenkins points out that his customers need not fear delay in delivery (which sometimes happens with goods ordered from the works), as he keeps stock of nearly every line, and can deliver from London.



Pountney & Co., Ltd., The Bristol Pottery, Bristol, are also represented by Messrs. Sanderson & Young, who show a full range of the company's goods at their rooms. The samples include high-class semi-porcelain dinner, tea, and toilet ware, plain, printed, and decorated. Since the opening of their new works, Messrs. Pountney have added to the variety of their productions, and have greatly increased their output. They have recently appointed Mr. Thomas Usher, who is representing them in London in conjunction with Messrs. Sanderson & Young. Mr. Usher deals with the samples in Messrs. Sanderson & Young's rooms at Gamage's-buildings.

John Aynsley & Sons, Portland Works, Longton, and 5 Charterhouse-street, Holborn-circus, E.C., are manufacturers of tea and breakfast ware, dessert services, and a large and miscellaneous variety of specialities in china. Aynsley china is well known in the trade for its uniform excellence in body, in manufacture and in ornamentation. It may be mentioned, in passing, that the founder of the firm was a specialist in the preparation of materials for the production of pottery, and that the secret of the success of Aynsley china is due to the technical skill he brought to bear on it manufacture. The firm are represented in London by Mr. J. J. Adams, and they have just furnished him with a nice selection of novelties for the season. Mr. Adams was examining the new arrivals at the time of my visit and he was justly pleased with them. An interesting innovation is "Bridge China." Bridge parties are so popular now that it is appropriate those giving them should be able to offer their visitors tea and afternoon coffee in characteristic cups and saucers. "Bridge" china is pure white decorated with neat festoons, from which are suspended the different pips of playing cards; of course, these are properly coloured. These pips hang round the outside of the cups and inside the saucers. There is a single letter in the centre of each pip, and these letters in sequence spell the words "Good Luck." The new samples include a sweetly pretty decoration on the firm's popular "Eton" shape tea ware. There is a neat border with a decoration added, in what is popularly called "New Art" style. Another pretty novelty is in the "Adams" style of ornament. It has neatly executed festoons and medallions in printed and also in enamelled colours. A pleasing decoration (also one of the new ones) has a waved blue border with a white ornamentation and with festoons and roses underneath. The firm make a great feature of coffees and saucers, of which they show samples in practically all grades. Some fine specimens of dessert services are shown—plain in shape and neat in decoration. One has Swansea roses and sprays beautifully painted. In fancy goods there are several nicely modelled triple trays. One of the newest is the "Tusk" tray. The tray is prettily embossed and has an elephant's tusk, tinted and gold mounted, as the bent-over handle. There is a good selection of miniature useful and fancy articles, pin trays, odd boxes, ring stands, and a number of other little china pieces. There are some pleasing samples of déjeuner sets, with one cup or two cups, and pretty china trays. These are in various decorations. There is also a good selection of decorated trinket sets. The firm have a number of attractive decorations they are applying *en suite* to all table ware. A very pretty one has a green shamrock border on plain white.

Burgess & Leigh, Middleport Pottery, Burslem, have made their usual addition of novelties for the season to the large assortment of samples always on show at the rooms of their London representative, Mr. James Pointing, 44, Farringdon-street, E.C. Their high-class semi-porcelain has acquired the distinctive name of "Burleigh Ware," and as such is well known in the trade. The new samples are numerous and varied in character. The new toilet services are especially noticeable in this connection. From the earliest years of the firm toilet ware has been one of their strong lines. We have often commented upon the splendid show of samples of toilets to be seen at the London rooms. In point of number, variety, and excellence, the

isplay of them is all that could be desired by the most astidious buyer in search of something new. It is as a how of novelties that we are interested in the present aspect f the rooms. In the first glance over the long range of vers and basins, one ewer (which happened to be standing ithout its companion basin), commanded attention by eason of its artistic, yet simple, ornamentation. The Portland'' shape is a graceful form, most severe in its mplicity, yet especially suitable for the decoration in the dams style, in which it is shown. The ewer is perfectly ain. The particular sample referred to has a vellum ound slightly shaded, and neat festoons and medallions ncircling it in what is now popularly known as the Adams style.'' Pottery decoration of this character, course, has been suggested, we may almost say necessiated, by the increasing demand for Adams and Sheraton esign in furniture. Pottery decorations in the Adams yle are in favour just now, due to the rapid progress made y the revival of taste in the country generally. A few ears ago there was a rage for the antique in everything. o matter how ugly a thing was, it sold if it was old enough. eople are returning to old styles now, but they prefer the od ones. Buyers of to-day select things that are beauful, and thus those who do not know much about art; noose artistic forms and decorations. This beautiful ver of Burgess & Leigh will appeal to them. The reproictions of the dainty little details which were the very soul the decorative treatment adopted by the famous archiect, are amongst the best we have seen. Another very tractive toilet decoration has a turquoise ribbon, with stoons of flowers and rosebuds. Other decorations are on hat are known as "New Art" lines, and a very striking e, is a rich combination of colours in the Japanese style. he samples of dinner ware are full of variety. A very neat oral band is shown in four flow colours, and also in enamed colours. The firm are showing several novelties in nner ware expressly brought out for the coming ason. The "Milan" shape is beautifully modelled; th oval vegetable dish, and is shown variously corated in flow colours. Generally speaking, the splay of dinner ware is a very comprehensive one, th as to ornamentation and shapes. The new Duchess'' shape dinner service amongst other decorams has a key pattern, with an added inner border. his also is in various flow colours. The same shape shown with a new festoon design in enamelled lour and gold. A new dinner set in white and gold is bmitted as a neat, serviceable, and inexpensive line. here are several new patterns in "Burleigh Briar ware.'' This decoration, applied to the miscellaneous icles of table use, is in several new shaded and coloured mbinations. A very effective suite is in a new green lour. The firm have added to their samples of noble oking pedestals and pots. One fine specimen is in a rich e and stippled gold decoration. Many new shapes and tterns are shown in teapots and jugs.

Mr. W. H. Vickridge, 13, Union-street and Redcrosscet, Borough, S.E., is a wholesale china and earthenware aler and a foreign glass agent. There are comparatively w wholesale dealers in our trades to-day. At one time whole of the distribution to the retail dealers in the tropolis was done through the wholesale houses. We d not discuss here the causes which have led to the anged methods of business. Whether the change has en to the advantage of trade as a whole or not is a tter of opinion. There cannot, however, be any doubt at it is to the advantage of small dealers to buy from wholesale house where he can have the productions of ne ten or a dozen different manufacturers in one package. even large assortment could be packed in one consignnt by Mr. Vickridge. He has a very large stock of useful pottery and glass of all grades, and also an equally varied selection of English and foreign glass. He caters principally for the good medium-class dealer, and is in a position to supply him with practically everything in pottery and glass it is necessary for him to keep. He has a large connection amongst dealers in the South of England, and his travellers cover some of the other districts as well. In the present condition of trade, Mr. Vickridge has to compete with manufacturers themselves in many instances. He is able to do this, first because he can supply the small dealer with mixed packages to any amount he may fix, and in the next place he has a number of special lines of his in both pottery and glass, made expressly for him and confined to him. Mr. Vickridge is the agent for foreign glass makers, and is able to get the best terms for such glass as he wants in his own warehouse, while as a London agent he is open to sell cases of foreign glass direct from the makers. He has extensive premises and ample accommodation for doing a large trade. Mr. Vickridge has a remarkable crane; it is the only one of the kind I have seen in all my wanderings. It is an automatic weighing machine as well as a hoist. When a package is being hoisted, the weight of it is automatically indicated at the same time. There is neither maker's name nor a date on this very interesting crane, but Mr. Vickridge says it was there before his father purchased the business. That was very nearly half a century ago. The business was founded by a Mr. Thomas Webb, who sold it to Mr. W. H. Vickridge, who speedily developed it and became an expert valuer to the pottery and glass trades. Mr. Vickridge's extensive knowledge and sound judgment caused him to be in great demand as a valuer, and he appears to have cultivated that branch of the business more than the factoring. Mr. W. H. Vickridge died about a dozen years ago, but the business has remained in his family all the time. He left three sons, all associated with the business. One of them has retired altogether; another of them retains a large interest in the concern; but the working management is in the hands of another brother. The business is entirely wholesale, with the exception of the large connection Mr. Vickridge has amongst institutions. He does a good business in specialities for asylums, hospitals, and other public institutions. He keeps all licensed victuallers' requisites, but he does not seek that trade. He has, however, a number of regular customers who regularly come to him for their supplies. The business is still carried on under the name of W. H. Vickridge. There is no one with those initials now, but "Mr. Vickridge'' still answers to the familiar name. The wholesale trade is not what it used to be, but Union-street, Boro', is still a busy pottery and glass store, conducted with enterprise under a well-known name.

The business of **John Withinshaw & Sons, Ltd.,** of Newcastle-under-Lyme, was in existence so long ago as the year 1707, at Nantwich, Cheshire, and over forty years have elapsed since the concern was transplanted in North Staffordshire. In the interim the business has flourished greatly, and to-day, under the energetic management of Mr. John Withinshaw, strides are still being made. The firm are manufacturers of leather belting and dressed leather for various purposes. Their specialities include potters' leathers, bucket and cup leathers, bench and saddlers' leathers, engine and bucket butts, leather and cotton machine belting, leather link machine belting and belt lashing laces, to mention only a few items. To put the matter briefly, they supply practically every leather appliance used in connection with machinery.



SOME FAMILIAR FACES IN THE POTTING TRADE.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

MR. A. F. WENGER (WENGER'S, LTD., ETRURIA).

FEW faces are more familiar to-day to the pottery manufacturers of North Staffordshire than that of Mr. Albert Francis Wenger, head of the extensive potters' colour and chemical business of Wenger's, Ltd., Etruria. And if his face is familiar in the English pottery centre, his name is also familiar in the foreign ceramic centres, for Mr. Wenger's products go out to all of them, and numerous prize medals and diplomas, which have been gained at exhibitions in various parts of the world, bear testimony to the reputation which his goods have attained within the last thirty-six years. Mr. Wenger's history, both personal and family, is quite out of the ordinary, and if a full account could be given of the career of some of his forbears it would make romantic and deeply absorbing reading. He comes of an ancient Swiss family, which takes its name from the Wenger Alp. But on his mother's side Mr. Wenger has a trace of French blood in his veins, his great uncle, M. F. Richard, being a descendant of a French Protestant family which took refuge in Switzerland after the revocation of the Edict of Nantes by Louis XIV., in October, 1685. M. Richard was an intimate friend of the family of Napoleon Buonaparte, who made Switzerland their home for a time after the events which led to the Emperor's exile on the Isle of Elba in 1814-15. It was from Switzerland that the return of Napoleon to France was engineered, and M. Richard was appointed by Napoleon's brother, then residing in Prangins, to carry to the august exile the instructions for his departure from Elba. M. Richard carried out his dangerous task with entire success. The family's association with the great Buonaparte is a circumstance of which Mr. Wenger is justly entitled to feel proud. This, however, was not the only time that the Wengers found themselves working with the family of the famous Corsican soldier. Napoleon III. lived for a long time in Switzerland, where it has been truly said that the brighter and healthier side of his nature was nurtured, and Mr. Wenger's elder brother Louis was on terms of close friendship with him, assisting him, amongst other things, in the introduction of grooved guns. Louis Wenger was a colonel of artillery and Conseiller Federal, and, with his father, a colonel of infantry, took an active part in the political events of 1847-48 in Switzerland.



MR. A. F. WENGER.
Photo. by Harrison & Son, Newcastle-under-Lyme.

All this, however, has nothing to do with the potting trade, and, asking pardon for so lengthy a digression, we will return to the point from which we started. The subject of our portrait was born at Lausanne, Switzerland, in 1837, his father being, as well as an infantry officer, an architect of repute in that town. It was through his mother that Mr. Wenger may be said to have inherited his knowledge of the potting industry, for her family were among the eminent potters of their day. Having been educated at the College of Lausanne, Mr. Wenger began his business career as an apprentice potter at the old porcelain works of Nyon, Switzerland, famous for rare specimens now eagerly sought after by connoisseurs. A charming work, entitled, "Histoire Documentaire de la Manufacture de Porcelaine de Nyon, 1781-1813," was published only two years ago by Georges Bridel et Cie, of Lausanne, which contains some lovely reproductions of specimens made at the Nyon factory, and Mr. Wenger refers with pride to the fact that he was privileged to gain his first experience with a firm which, contemporaneously with the great Wedgwood, was producing pottery of the very highest character. At Nyon Mr. Wenger stayed for four years until he was a youth of eighteen, during which period he went through every department of the factory. Having obtained an intimate knowledge of the practical side, and given early promise of a ready aptitude for the trade, he was next appointed head of the technical department of the important earthenware and porcelain works of his relative, Jules Richard et Cie, at Milan. He was chosen by the Municipality, or, in other words, the Town Council, to visit the Florence Exhibition for the purpose of reporting on the pottery exhibits. He returned with a wealth of facts and valuable information, and, for the efficient manner in which he carried out his mission he was awarded a prize medal. Two years later, in 1862, he was deputed to go to the International Exhibition at South Kensington, London, on a similar errand, and, in order to acquire the most valuable and reliable information as to English potting, he visited the Staffordshire Potteries, staying there for a brief period. This was his first introduction to what he little suspected at that time was to be the future home of himself and his family. After leaving the Potteries he went to the Continent, and visited various ceramic centres, such as Maestricht, Berlin, Sèvres, and Limoges. Having been introduced to some of the most eminent ceramists, Seger, Deck, Rio Crew, and others of the time, he returned to Milan, where he remained until he decided to launch out on his own account.

America seemed, at that time, to offer a suitable field for his energies and abilities, and in 1870 Mr. Wenger set out to go thither, intending, somewhat in advance of his time, to introduce the manufacture of felspar porcelain. But he got no farther than the United Kingdom. North Staffordshire attracted him, and he resolved to stay. For some time he was unable to secure regular employment, but worked as a modeller and designer for a number of local firms. He also became a merchant, and opened a number of new markets for the exportation of English pottery goods, his operations being eventually carried on on an extensive scale. Being of an inventive turn of mind, he took a keen interest in the application of machinery to the potting trade, and, becoming associated with the late Mr. Wm. Boulton, he took out a number of patents for the improvement of potter's machinery.

In 1872 Mr. Wenger decided upon the business upon which he was to embark, and he commenced the Helvetia Works, Hanley, concentrating his whole thought upon procuring and distributing every article essential to pottery manufacture. He recognised that there must be centralisation, and he stocked at his works the countless number of articles required by potters, which at that time were practically only obtainable from makers scattered all over the country. His idea was to be able to offer anything from clay to the highest perfected gold colours, machinery, and other accessories. Six years afterwards the firm carried off a prize medal at the Paris Exposition; in 1903 they obtained a gold medal, the highest award, at the Limoges Exhibition and at St. Louis last year they secured the Grand Prix for a fine display of ceramic colours, partieularly gold prepara-

on and gold colours. This was the only Grand Prix warded for ceramic colours. To-day, as everyone in the otteries knows, the business is housed in a commodious nd handsome building adjoining Etruria Station, whence perations are conducted in every part of England, nd with all the leading houses on the Continent. The rm have agencies at Limoges and East Liverpool, and oods are sent out from Etruria to the four corners of the lobe. The works is equipped with an up-to-date analyti- l laboratory for purposes of research, and chemists of the ighest qualification conduct the production and mixing f the colours. In 1875, Mr. Wenger married Miss Harriet leady, of London, and of the eight children with which the nion was blessed, seven are at present living. Two of his ons, Messrs. Adolph H. C. Wenger and Mr. F. E. Wenger, ho gained their education as potters' chemists in France nd Germany as well as England, are associated with their ather in the business. The other members of Mr. Wenger's amily are still studying on the Continent. A few years go the firm was converted into a private limited liability ompany, of which Mr. Wenger, sen., is chairman. He is lso interested in a number of industrial enterprises abroad.

Apart from business, Mr. Wenger has many outlets or his uncommon energies and talents. In his younger ays he received military training, and in 1860 was in- cribed a Garibaldi volunteer. He is a gifted water-colour rtist, and is, in fact, deeply interested in artistic matters of ll kinds. He is one of the leaders of the Sketching Section f the North Staffordshire Field Club, and does his full hare of work with the other members. For some years he as a vice-president of the North Staffordshire Chamber f Commerce, which position he only resigned last year, nd he still remains an active member. He has been a reemason since 1861 ; is a director of the North-Western ower Gas and Electricity Corporation, which purposes o apply Mond gas to the potting industry, and a member f the Board of Directors of the Staffordshire Potteries Vaterworks Company, in which concern he holds an impor- nt interest. He has been pressed, on numerous occasions, o interest himself in municipal work, but has been unable o acquiesce in the requests made. Of the Hanley Old, or lock, Corporation, however, he is one of the "aldermen" nd mainstays. The chief function of this association, now- days, is to hold a venison feast and an aldermanic oyster ast very year, and at both of these festivities Mr. Wenger as privileged to preside as "Mayor" some three or our years ago. Every novitiate of the "Corporation" is ompelled, as a condition precedent to his election as councillor," to drain from a "yarde glass" (*i.e.*, a glass anding a yard high), a full yard of ale or champagne. This ass was lost, and Mr. Wenger did the association gnal service when he presented them with a new one. He esigned the glass himself, and it was made by Mr. J. alsh Walsh, of Birmingham, not without the greatest fficulty. The glass, which only sees the light of day ce a year, is unique, and in course of time should grow to e of great value. It stands in a glittering silver holder, and an example of fine workmanship it reflects the greatest edit upon the firm which produced it. Mr. Wenger also esented the "Corporation" with a set of quite uncom- on champagne glasses for the use of the "aldermen." hey are inscribed with the date of the association's forma- on, 1783, and are also emblazoned with a stag's head mblem of the haunch of venison which the Duke of Suther- nd sends every year for the dinner), and the motto of the Corporation," "Dum vivimus, vivamus" (While we e let us live."). Mr. Wenger has warmly interested mself in the Y.M.C.A. movement, the Hanley branch of hich are his tenants, in a fine building specially erected d fitted by him for their use at a cost of not much under 0,000.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN AUGUST.

THE POTTERY TRADES.—From information obtained from employers, employers' associations, trade unions, and other sources, the Labour Department of the Board of Trade publishes the following :—Employment in the pottery trade in August continued fairly good in England and moderate in Scotland. In Staffordshire employment was fairly good on the whole : with packers it was quiet. It was good at Bristol and in North Devon. At Swadlincote short time was worked. In Scotland it continued moderate, but was better than a year ago. With tobacco pipe makers in Glasgow it continued bad, and was worse than in July.

THE GLASS TRADES.—In August employment continued moderate, but though not so good as a month ago, was better than a year ago. Returns from firms employing 10,003 workpeople, and paying £11,627 in wages during the week ended August 25, show that compared with a month ago there was a decrease of 1·5 per cent. in the number employed, and of 2·7 per cent. in the wages paid. Compared with a year ago there was an increase of 5·2 per cent. in numbers employed, and of 6·6 per cent. in amount of wages.

The decrease in the numbers employed as compared with a month ago was confined to Yorkshire and Lancashire, the glass bottle trades in these counties being largely responsible for the decline. As regards the amount of wages paid, all the districts except Scotland showed a decline. Compared with a year ago, there was an increase in all districts except the North of England in the numbers employed, while Lancashire was the only district which showed a decrease in the amount of wages paid. Employment was good with sheet glass makers and flatteners at St. Helens, with bottle makers at Bristol and Portobello, and with flint glass makers at Birmingham and Stourbridge. It was fairly good with glass blowers in London. With flint glass makers at Glasgow it was fair, as also with bottle makers at Dublin, plate glass bevellers at Birmingham, and flint glass cutters at Stourbridge. Employment was moderate with bottle makers in the North of England, and with flint glass cutters at Birmingham and pressed glass makers on the Tyne and Wear. It was bad with bottle makers in Yorkshire and Lancashire. At Glasgow it was dull with medical bottle makers, but with other bottle makers it was good.

The following table shows the number of persons employed and the amount of wages paid to them on the last pay day in August.

Branches.	Number Employed.	Wages Paid.
Glass Bottle	6,077	£7,253
Plate Glass	160	175
Flint Glass Ware (not bottles)	2,408	2,662
Other Branches	1,358	1,537
Total	10,003	£11,627

The number of persons employed in each district, and the amount of wages paid them on the last pay day in August, are thus given :—

Districts.	Number Employed.	Wages Paid.
North of England	1,008	£1,103
Yorkshire	3,679	4,451
Lancashire	2,216	2,471
Worcester and Warwick ..	2,047	2,383
Scotland	775	944
Other parts of United Kingdom	278	275
Total	10,003	£11,627

A LOOK ROUND THE LIMOGES POTTERIES.—I.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

ONE of the potters at Limoges remarked to me last month, when I told him I had come to write an article on the local porcelain manufacture for the POTTERY GAZETTE, "An article! Why, you could write a book upon it." And certainly, though it is only a small and special branch of the great potting industry, it would supply ample material for a valuable and interesting work. In the Middle Ages Limoges was noted for the production of highly artistic enamels, fine specimens of which are still in existence. It is difficult, however, to trace any direct connection between these and the modern porcelains, as the art was almost lost, and has only recently been revived. Rough earthenware was also made in the town, and a few pieces are preserved in the Ceramic Museum. The modern industry, however, originated in the middle of the eighteenth century, when a deposit of white clay was discovered by the wife of a country doctor near St. Yrieix, not far from Limoges. The clay was first used as a substitute for soap, but before long it was brought to the notice of the directors of the Royal porcelain factory at Sèvres, and found to be identical with the material used by the Chinese for making their famous porcelains. The manufacture was soon commenced at Limoges, and developed slowly at first, but later with a rapid acceleration. At present the number of persons connected with the porcelain industry is estimated by different authorities from under 15,000 up to 20,000, according to the subsidiary occupations included in the reckoning. There are about thirty-five factories in all, large and small, varying widely in size and scope. Some cater for all markets, some solely for the United States, and some for France alone. No reliable figures were obtainable as to their annual production. The total exportation is approximately valued at £1,000,000 per annum, the United States taking about one-third, and the United Kingdom about one-thirtieth (£30,000 to £40,000). This fraction is shared between a dozen of the works. The products of the district are hard porcelain and a certain amount of fireproof ware. This latter is mainly composed of china clay, chemically treated so as to stand firing at very high temperatures. The actual composition is a jealously guarded secret, but the demand is sufficiently large for this branch of the trade to merit more attention than has been bestowed on it by British manufacturers. Table and toilet services of hard china, however, are the chief articles of manufacture, and they are justly famed for their elegance of shape and delicacy of colouring. The workpeople are highly skilled, being gifted with deft fingers and rare artistic taste, though they can scarcely surpass the hereditary talent of the best of our English operatives. They have especially the capacity for rendering the wares highly ornate and covering the surface with a wealth of decoration, while avoiding any impression of over-ornamentation and floridity. The favourite decorations are bleu-de-Sèvres, gilding, and floral designs. Casting and moulding are largely employed for shaping the pieces, very chaste and graceful forms being produced. The wares command high prices, and there is a certain irony in the fact that many choice services fall into the hands of those who prize them less on account of their artistic merit than of the fact that they cost a lot of money. Such, then, is the industry the conditions of which I started to investigate at the beginning of last month. In pursuing my investigations I naturally endeavoured to follow out a definite series of inquiries: the methods of manufacture, state of the markets, transport and labour conditions, education, &c. I propose to collate and summarise the answers I received without reference to my particular informants. In this way a general view of the facts will be given without involving personal or extreme views, while much repetition will be avoided.



I.—THE LOWER PART OF LIMOGES.

VIERZON AND MEHUN.—I broke my outward journey to spend a day in the district of Berry, half-way between Paris and Limoges. It is a pleasant country, wooded and fertile, with wide, slow-flowing streams, well-kept orchards, and splendid cattle. It comprises also a cluster of busy little manufacturing towns, which have a semi-rural aspect owing to the number of good-sized gardens contained within their limits, and to the neatness of the houses. Many of these latter, here as in other parts of France, are roofed with bright red tiles, and have their outside walls whitewashed. This pleasing combination of colour, found later on was applied to some of the Limoges porcelain wares with good effect. Among the industries carried on in the Berry district is the manufacture of china. In all there are about two dozen factories, half of which are to be found in Vierzon, the largest of the towns. The chief productions are fireproof utensils, which are exported in large quantities to the United Kingdom, United States, &c., and hard porcelain table and toilet ware, which finds its largest market in France. The French appetite for liquid and semi-liquid foods and for frequent "nips" of coffee ensures a good demand for cups, bowls, deep plates, &c. throughout the country, while, on the other hand, the number of tea cups produced and sold is far smaller than in England. The industry was established in the district at a time when wood was used for firing the kilns, the thick forests in the neighbourhood providing ample supplies of fuel. It has taken root and remains there, although the coal and all the materials are now brought from a distance by rail or canal. Wood is still employed in limited

quantities at certain works. I learnt that the home market was moderately healthy, but that the competition of low-priced German wares was being felt strongly in some quarters, even in France itself. Carriage, tariffs, and other difficulties were all overcome by the pushful subjects of the Kaiser. The demand for fireproof ware for export had been good, and seemed likely to increase. I was informed that this ware was now being used in place of enamelled iron utensils, as it had been found that the enamel cracked and peeled off the iron when exposed to great heat, making the use of such vessels for culinary purposes dangerous, as the swallowing of the pieces of enamel gave rise to internal irritation, and sometimes to serious disorders. This, with other matters of interest, was told me by M. Pillevuyt, whose large factory at Mehun I visited. The works was established in 1855 by M. Charles Pillevuyt, the father of the present proprietor. It was an offshoot from the businesses at Foecy and Vierzon, which originated as a tile works about a century ago. The Vierzon factory now belongs to Hache et Cie. I gathered that the transport facilities were excellent, as the canal was *not* owned by the railway company. Good services were given, and though the rates were fairly high, the authorities responded readily to representations if made by a number of manufacturers. Nor are the manufacturers slow to combine to make such representations when necessary. There are no technical schools in the district, but youths are trained in the different works with good results, and without opposition from the adult employees. I received differing accounts as to the disposition of the workpeople. Possibly the personality of the employer was the variable factor. The workmen's organisations are strong, and the wages fairly high, considering the cheapness of country produce and most necessaries; but the work under semi-tropical conditions must be very trying. Very few women or boys are employed, perhaps for this reason. The working day of ten hours is divided by a long break at noon. Six full days are worked per week, Sundays and fête days being the only holidays. Those of the workpeople whom I observed seemed strong and healthy and in good spirits. With regard to rules and regulations I heard differing accounts. On the whole, these seem to be less strict than in England. Perhaps this is because very little lead is worked up, salt and feldspar glazes being largely used. At Vierzon I was courteously conducted over the compact little factory of M. Marc l'Archeveque. I found the works well equipped with modern machinery, some of the labour-saving appliances being excellent. In place of the boy or girl still to be seen in many Staffordshire pot banks, the thrower himself regulates the speed of his wheel by means of a sort of pedal. A band transporter carries the clay from the ground floor, where it is prepared, to the throwing and modelling-room above, thus saving some heavy work at which in England boys are often employed. Both here and at Limoges an ingenious machine for turning oval dishes and tureens was in use. Adjoining the works is a neat little laboratory, and the processes are conducted in accordance with the latest scientific practice. M. Marc l'Archeveque is personally an ideal master potter, thoroughly practical as he bustles about the works in his overalls, yet with sufficient knowledge of theory to have written a book on "The Manufacture of Hard Porcelain," a copy of which he kindly presented to me. The products of the works have an excellent body, and are well worked up. They are intended for the French market only.



II.—The Upper Part of Limoges.

Limoges is the chief town of the French province of Haute-Vienne, and has a population of over 80,000. It is situated in the centre of the Limousin district, famous among other things for cream cheeses, resembling potters' "slip" in appearance and consisteney, but not in taste. The country round is hilly and well wooded, rather like some parts of Derbyshire, but certain features appear novel to English eyes. For instance, the orchards of edible chestnuts with glossy leaves and clusters of thorny fruit, the many vineyards that stripe the hillsides and ridges, the lizards that wriggle in the sunshine, and the ramshackle carts, each drawn by two sturdy, slow-paced oxen. The town itself, to use the phrase of Baedeker, rises in the form of an amphitheatre above the River Vienne. It has some fine wide streets, with large dwellings and shops, but there are also narrow and crooked back lanes and byways, ill-paved and malodorous, lined with half-timbered shanties. It differs too much from our own dear old Potteries for any comparison to be made. The houses are taller, and the very pitch of the roofs is at a sharper angle. The kilns, too, instead of standing by themselves, displaying the naked curves of their bottle-shaped bodies and necks, are enclosed in the factory buildings, only their topmost rim rising above the roof like the crater of a volcano from a range of hills. On the whole, the city has not quite such a built-by-accident appearance as have many parts of our "Potteries." A most pleasing feature is the number of wide boulevards, lined with double rows of plane trees. Would that some philanthropist or public body would plant similar rows along the main road which, under various names, threads through the five towns from Normacot to Goldenhill! Their shade and shelter would be most welcome, and they would do much to lessen the evil impressions which lead casual visitors to employ the words "dismal" and "dingy" when writing or speaking of the Staffordshire Potteries. Limoges has also a goodly number of "Places" and "Champs." The former are squares, generally adorned by statues, and sometimes planted with trees. The latter are public gardens, carefully tended, and having a good show of gay flower beds, with stretches of pavement in between. Still, the propor-

tion of open spaces is no larger than in the English pottery towns, though they are better kept, thanks to a more favourable climate and surroundings. There is plenty of dust about, but it is white, not black. A garrison being always stationed in the city, good bands are available, and there is plenty of music in the public places, while the roads are enlivened by the continual passing to and fro of a variety of gay uniforms. There is an excellent service of electric trams along the boulevardes and principal streets, and the sanitary, water, and lighting arrangements are good, One respect in which Limoges can claim superiority is the marking up of street names and house numbers, which is done very thoroughly, and is of much service to the visitor. On the whole, however, an English potter transported to the chief French centre of his industry would lose more than he gained, especially in exchanging the fresh and invigorating (if sometimes moist) northern air for the glaring sunshine and enervating heat of the centre of France. Limoges is certainly an excellent place to be idle in, but some of us can manage to do that nearer home. Another point of



III.—Warehouse at a Limoges Pottery.

difference between Limoges and our potteries is to be seen in the windows of the "pot shops." In the French city one can see hardly any foreign porcelain displayed, nearly all the goods offered for sale being local productions; whereas with us the retailers in the very heart and centre of the British industry stock and sell quantities of Continental wares. The reason for this, however, may be that in the Staffordshire Potteries nearly everyone is either engaged at the factories or has friends or relations so employed; and they avail themselves of the wide facilities given for obtaining their supplies direct from the works. I may say that during a visit to several of the chief cities of France I saw English earthenware freely displayed, though our china was not so much in evidence. The Limoges potbanks vary much in form and size, ranging from the most up-to-date and imposing structures to small and decrepit concerns, almost, but not quite, as tumbledown as some of the more neglected little Staffordshire establishments. Several of the smaller works, however, are very pleasantly situated in the suburbs, commanding lovely views, and having, perhaps, a vine or other creeper trained along their crumbling walls and cracking tiles. The factories are not built in the quadrangular form so common with us. It is more usual to see a series of separate buildings, occupying three sides of a rectangular space, with the entrance on the fourth. The separation of the buildings must form a useful safeguard against the spreading of an outbreak of fire. The offices are usually on the ground floor. The workshops I visited were almost without exception well lighted and ventilated.

The Materials.—The kaolin or china clay is obtained from the local deposits. It is worked up into ball clay, and sold in this form to the manufacturers. In 1904 there was an importation of 3,566 cwt. of kaolin from the United Kingdom, through Bordeaux, but none was imported last year. Feldspar for glazes is also found in the district, British coal for firing the kilns is imported via Bordeaux, Rochefort, and Tonnay Charente; Newport-Abercorn is the favourite variety. The prices last year were 12s. 6d. f.o.b. Newport, and 25s. at Limoges. The annual import amounts to about 15,000 tons. The procedure of our manufacturers is reversed, the coal being brought to the clay instead of the clay to the coal. Certainly the latter seems by far the wiser method, the difference in weight and quantity being so great. Of course, in the case of Limoges, as in that of North Staffordshire, the fancy of the trained workman has a great deal to do with the location of the industry. The expert potters, whose skill has been handed down for generations, have become attached to the scene of their ancestors' labours and their own upbringing, and will not willingly remove, even to more advantageous positions. Ceramic colours are imported from the United Kingdom, mostly from Hanley, Staffs., the total importation in 1905 being valued at 125,000 fr. (£5,000). German colours, however, find favour in some of the factory works. Imported ceramic prints are also appreciated. A certain amount of wood, chiefly birch, is used for firing the bleu-de-Sèvres, the potash produced during combustion having a beneficial effect on the colour.

The Methods of Manufacture are, broadly, similar in all modern potteries, but a short account may be given here of the procedure at Limoges. The kaolin is received in the form of ball clay, in lumps of about the size of a man's fist, from the agents or merchants who prepare

. It is churned up in tubs of water to give it a more niform consistency. Then most of the water is pressed ut in a filter press, and the cakes of clay are rolled n mills of various types. The pommelling and kneading y hand, so usual in English works, is not employed to any rge extent. After this treatment the material is ready r use, being very plastic and of great tensile strength. or the shaping of the ware moulding and casting are hiefly favoured. The thrower's wheel is much less common han in English potteries, this being the system in which he soft clay is flung on to a circular disc, and modelled by and as it revolves. The moulding is done by pressing he plastic clay on the sides of a mould, and by setting he section in high relief on the section in low relief, he piece of ware in the mould thus taking the shape of he pattern to be reproduced. For turning, the clay is evolved in a potter's lathe, and receives its shape from a ool or the hand of the operative. In casting, the clay, orked up to a thick liquid or slip, is poured into moulds f plaster of Paris. By capillary attraction the mould bsorbs water from the slip, and becomes coated with the aste. When this coat reaches the required thickness, the orkman pours out the surplus slip, and the mould, with s lining of clay, is dried. As the moisture evaporates he clay hardens and contracts, and can be removed. After cing prepared by one or other of these operations and horoughly dried, the ware is ready for firing. The pieces re placed in receptacles of refractory earth, called saggars, hich are piled up in the kilns. The temperature of his preliminary firing does not exceed 1,000 deg. C. he ware is then in the "biscuit" state and ready for lazing. It is glazed by being dipped into a liquid contain- ng substances in suspension, which are deposited on the urface. Salt and felspar glazes are chiefly used, little r no lead being employed. The final firing continues for 0 to 65 hours at a temperature of 1,800 deg. C. (3,250 F.). he hardness of the ware is largely due to the employment f clays which do not suffer under this high temperature. he white china is then carefully examined, dusted, and olished; pieces to be decorated are passed on to operators, enerally girls, who apply the patterns by means of transfers r brushes. Nowhere is the taste and skill of the Limoges peratives seen to better advantage than in this depart- ent. The pieces, when decorated, are placed in small ilns called "muffles," where they are submitted for two ours to a temperature of 700 to 800 deg. The muffle ilns are of different types, and often very ingeniously onstructed. After this firing the ware is sorted and ansferred to ths warehouse. As regards packing, arrels are almost universally employed for the export ade, only a few goods being despatched in crates, and ese are first carefully secured in cardboard boxes. rates are used for distributing the china in France itself. hey are made of stouter wood than in England, the sides, ds, and bottoms being like five or six-rail hurdles. here is no hurdle on the top, which is rounded off like a atched roof, and secured with wire. Undoubtedly more re is bestowed on the packing than in English china orks; but this may be necessary, as the ware has less asticity than ours, and is more brittle, owing to the rdness of its composition.

The SALES are chiefly effected through agencies, the larger rms being specially represented in London, New York, c. The products of the small works are sold to resident travelling agents. The numbers of the former class have minished considerably of late years. Some firms who rmerly did an agency business only have now set up as anufacturers; others have found their trade decreased the improved travelling facilities which enable buyers visit the works on their own account without recourse to a middleman. I was, myself, on one occasion, taken for an American thus engaged. There is now a good deal of direct selling to hotels and shops carried on. In the latter case the manufacturer's difficulties are increased by the decline of the *ad hoc* pottery shop, which, in France as elsewhere, is giving place to the department store. As a result he often has to dispose of his wares to buyers who have no special knowledge of the subject, and are apt to regard lowness of price as the only reason for placing an order.

THE STATE OF TRADE.—The first question I put on visiting a factory, and, perhaps, the most important, was "How are the markets?" The answers ranged from "first-rate" to "middling." But I was assured that there was not a maker of white china out of employment in the whole of the city. Would that we could say the same of Longton! It would be a happy day for our own chief china centre when there were no skilful workers idling in the market square. Although such activity was the order of the day I met with some complaints. (It was remarked to me "When did you ever meet a potter, English or French, who could not find something to grumble about?") It was said that the labour troubles, of which more anon, had unsettled the buyers, and that German competition in the commoner goods was felt keenly in all markets, even in that of France itself. I have listened to the eloquence of a London cabman who considered himself underpaid, and have heard a Staffordshire man express his opinion of the pottery products of other districts, yet I have never met a stronger concentration of contempt than that bestowed by Limoges potters on cheap German wares. "The Germans," said one informant, "will not work on a fixed scale of prices. They will bargain and take what they can get, simply to keep their factories going. Sometimes they allow as much as 10 per cent. or 20 per cent. discount. This does a lot of harm, too, for customers expect us to do the same, and if we once lower the prices we can never get them up again. If the German employer makes a loss on his sales he turns round and takes it out of the operatives. The works are so scattered about that the men cannot organise to protect themselves. Here in Limoges the works are concentrated, and if a man does not like one he goes to another. We pay a regular rate of wages all the year round, too, while in Germany they have a summer and winter scale. Then, again, they are very quick to copy our patterns. As soon as one of us gets out a new novelty they all run after it, instead of exercising their own originality." I learnt, also, that much injury had been done to the home trade by the unloading of seconds at very low prices—perhaps some of our friends in Great Britain will try this cap on and see if it fits them, too. Taking the markets in detail it seemed that the United States, by far the most important customer, was buying freely, especially choice wares at fancy prices; several hundred dollars being sometimes paid for a dozen plates. In spite of high rates of carriage, and the 60 per cent. duty, the trade was increasing very rapidly. Certain manufacturers had considered the question of establishing works in the States, but had decided that it would not be worth while. The chief objection urged was the uncertainty of the labour market, and the power of the workpeople to ruin an industry by means of strikes. But another manufacturer was more outspoken, and declared that it was not likely anyone would establish a factory behind such a tariff as that of the United States of America, while the making of the tariff laws was in the hands of men elected under a system of scandal and jobbery. This was strong speaking, and those who know most of the facts will judge best as to its justification. The Canadian trade was also increasing rapidly, and our exporters may be

sure that if they are slow to realise the possibilities of the market in the great Dominion others will be quick to forestall them. There seemed to be a certain lack of interest in the exports to the United Kingdom. "The English are good customers, but they pay very slowly," was said. Some manufacturers had also had unpleasant experiences with unscrupulous agents. I was told in different quarters that the sales had decreased; that they had fallen off in quantity, but the demand was for a more expensive class of goods which gave compensation for the loss in bulk; and that the sales of high-class ware had actually decreased. It is difficult to reconcile these varied experiences. On the whole it seems certain there has been a decline. Reasons alleged for this were the bad feeling caused by Imperialism and the South African war, though this was now being softened by the "entente cordiale"; the competition of cheap and common German ware; and the increased use of semi-porcelain and earthenware for dinner and tea-sets, &c. There may, however, be another reason, though I was too polite to mention it in the presence of my informants, and that is, the growth of an alert and progressive spirit among British manufacturers of the better stamp, which has led to their winning back much trade which had been gradually slipping away from them. The market in France itself was summed up by one who catered for it in a clever play upon the phrases "bon marché," meaning good sales, and "à bon marché," meaning cheap. There was plenty doing, but prices were low and expenses increasing. "The industry is not so profitable as formerly, except for the larger houses," I was told. In fact, the general impression gathered was that the large firms were very prosperous and flourishing, while the smaller ones, though busy at present, felt a good deal of uneasiness as regarded the outlook for the future.

(*To be continued.*)

Empire Notes.

Weiler Bros., house furnishers, &c., Victoria, British Columbia, have issued an attractive advertising booklet containing views of the city—"The Western Outpost of the British Empire" and its surroundings.

Canadian Clay for Pottery.—Commenting on a report that a Staffordshire firm is anxious to open a branch pottery in Canada, and has been making inquiries as to the prospects of establishing a works somewhere in the Dominion, a paper devoted to Canadian affairs says the difficulty at present seems to be that the Canadian clay resources are largely an unascertained quantity. With the exception of one or two deposits of kaolin of possible value, there has not yet been found in Canada any clay suitable for the manufacture of the finer grades of pottery and china ware, and the china clay now used in Canada is imported from the United States and England. The kaolins referred to are found principally in the Province of Quebec, but the deposit has not yet been worked. Common or coarse pottery is made from clays found in nearly every province, and fire clays are found in the coal areas of Nova Scotia and the West. These latter are used in the manufaeture of all classes of tile and pottery.

The Canadian Tariffs.—In November the Dominion Parliament will consider the revision of the Canadian tariff. It is stated on good authority that the proposals will provide for a maximum and minimum tariff against foreign goods, which it is believed will protect any Canadian industries at present under undue pressure. It is intended to abolish the present preference of one-third reduction on British goods, and to substitute a system by which each class of British imports will be dealt with on its merits. It is stated that one feature of the revision may be the abolition of the "anti-dumping" clause. The members of the Canadian Manufacturer's Association held a meeting last month in Winnipeg, and have dealt with the questiion of Canadian tariff. The conclusion arrved at was that a sehedule should be framed with the first object of protecting Canadian interests. At the same time the opinion was expressed that it was desirable to give a preference to Great Britain and other parts of the Empire on reciprocal terms.

Southern Nigeria.—Those who have followed the development of the British possessions in tropical Africa during the last ten or twelve years will be interested in a recent official announcement. Since the surrender to the Crown of the Royal Niger Company's Charter in January, 1900, the government of that vast territory (eontaining it is eomputed something like ten millions of inhabitants), has been full of grave difficulties. But the advantages of peace and security obtained under the High Commissionership of Sir F. Lugard in Northern Nigeria, and of Mr. Walter Egerton in Southern Nigeria, are being realised in the indications of industrial and eommercial progress. Cotton growing has already been attempted in Northern Nigeria, and now the Colonial Office are sending out to Southern Nigeria a "skilled working potter to instruct the natives in the manufacture of pottery, the use of the potters' wheel, glazing, and designing of vessels." The making of pottery is not new to that region. All the early travellers through that part of what is now British West Africa found crude native pottery, badly shaped and defective in glaze. The introduction of modern European methods will no doubt lead to the development of a useful native industry.

Exhibits of Colonial Produce.—During the last month two trade exhibitions were held in the Agricultural Hall, Islington; the Confectioners and Bakers' Exhibition, from the 8th to 15th; and the Grocers' Exhibition from the 22nd to the 29th. An interesting feature of both these was a collection sent by the Government of Victoria, Australia, which included samples of practically everything the colony produces. These exhibits filled the Minor Hall at both exhibitions, and gave a fine illustration of the variety and quantities of food-stuffs and other supplies we can obtain from that colony. Whether it is to the advantage of Great Britain to import potatoes, for instance, rather than encourage the production of them at home, is another question. But it is satisfactory to see the beautiful tubers we can obtain from our own Colonies if we must import them at all. The exhibits included specimens of oil—essential, eucalyptus, mineral, and olive; flax and straw, models of gold nuggets, and a large collection of cereals, wood, hides, tobacco, fruit and other products. To the Grocers' Exhibition only, the Government of New Zealand sent a large and varied assortment of canned meats, &c. This included canned beef and mutton, boiled beef, spiced beef, brawn, ox, sheep, and lamb tongues, roast beef, roast mutton, rabbit, oysters and whitebait. There were excellent specimens of fruit from Australia, but none from New Zealand.

Why not Pottery or Glass?—We notice that our friends, the "Crockery and Glass Journal," of New York, are giving a handsome trophy to be competed for at golf, by gentlemen identified with the trade. Our contemporary gives an illustration of the very graceful silver cup standing on an ebony plinth. But we think a grand opportunity for showing that high-class pottery or glass is eminently suitable for competition trophies has been lost. Gentlemen in the trade, even, would surely appreciate a unique porcelain cup, embellished with appropriate golfing subjects, and suitably inscribed.

AMONGST PROVINCIAL DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 1054.)

BRADFORD (YORKS.).

ON the site formed by the junction of Bond-street with Tyrrel-street stands a lofty and imposing building of four storeys. It is the principal establishment held by Messrs. **Booth & Walker,** and is devoted to the glass, china, and earthenware business. The stock, in an exceptionally fine range of showroom windows on the ground floor, and in an equally extensive range on the first floor, is large and very choice. On entering the ground floor showroom from Tyrrel-street a visitor's attention is arrested by a fine showcase, in which appears a wealth of rich and dainty art pottery. Vases, cups, flower holders, and numerous other articles, exquisite in form and decoration, filled this case at the time of my visit. Beyond it extended two long and handsome stands, which were similarly furnished with art wares of the most ornate and attractive kinds. Hand-painted vases, bowls, jugs, and other articles abounded, the paintings being exceedingly beautiful, and in many cases bearing the artist's signature. At the right-hand side of the showroom extended a fine showcase, in which, again, lovely vases, bowls, cups, trinket sets, and other articles were arrayed. A large part of the farthest stand, in the centre, was given up to tea services, and of these the variety was very large, and the artistic character of the most pleasing kind. On the upper part of this stand was glass ware cut to seemingly numberless designs of rare beauty. The large showroom on the first floor contained two elegant centre tables on which glass épergnes, beautiful in form and with delicately tinted flower holders, were displayed. Some very beautiful Vienna vases were pointed out to me. Toilet sets in great variety were ranged on shelves by the long side wall of the room, and charming indeed were many of the handsome wares here displayed. The wall of the staircase leading from the ground floor showroom to this room was, in part, faced with a large display of fruit dishes in many beautiful designs, showing great variety in colour decoration. Part of the first floor and the floors above it were used for storage, the rooms containing large stocks of goods. The proprietors recently opened a second establishment at 42, Darley-street, where a very choice and varied stock of glass, china, and earthenware is held.

A warehouse, comprising two spacious shops and other rooms, in Providence-street, affords storage facilities for an old and extensive wholesale trade carried on by **Mr. Thomas Fox.** Mr. Fox is probably as well acquainted with the history of the glass, china, and earthenware trade of Bradford through the last half-century as anyone. He courteously talked to me of the trade as it had been and as it then was. "I am the oldest in the trade in Bradford," he said; "I wish they could do something to get protection. Look at that—3s. 9d. a dozen, laid down at your very door; no carriage, no crates, and no straw. That is a big burden in Staffordshire, sometimes 1s. 1½d. per cwt.; a crate weighing 10 cwt. comes in at about 12s." Mr. Fox had taken up a white sugar bowl, moulded to a "scallop" pattern, with bright gold edge. It was this he alluded to. "Do you think it would be good for the trade as a whole if the tariff were adopted?" I asked. "As regards foreign goods, it would. They cannot manufacture that (the sugar bowl) in the Potteries for 6d. There is another article here." Mr. Fox reached a white egg-cup with a coat of arms emblazoned on it. "A few years ago," he went on, "we used to give 1s. a dozen for white and gold, and now we are buying these at 7s. 6d. a gross. The Staffordshire cups had only this gold band on, and that has the Bradford coat of arms. I think the Germans are a bit longer headed than our English people. The German looks for the trade, but the Staffordshire people want us to go for it. And these are so much cheaper, and it is good stuff. I think they ought to have it as we have it. Look at the glass trade. When I was in the trade in Manchester, there were seven big glass works, and they are nearly all gone; now there are about two. They are here selling tumblers at any price every day; you don't know when you are buying them cheap enough. I have another article here which I will show you—a china teapot of foreign production that costs 3s. 9d. a dozen." Mr. Fox took up a teapot, white, and moulded to a variation of the "twist" pattern. "Carriage paid, laid down at your own door, no crate to pay for, and no straw. It is sold for 6d. I have a white one of earthenware, of Staffordshire make, of the same size, which I cannot sell under 9d. Offer this to an English woman, and offer her that for 9d., and which would she buy? She would buy that (the foreign one), and away would go our trade again." "Do you think it would alter that if a tariff were in force?" "I do. We buy where we can buy the cheapest. There is another article which is pushing the English people out—flasks to put spirits in. Last year but one I had twenty cases. Last year I had none; they had all gone. The foreign are much cheaper. I have seen some changes in the pot trade. What has been a leading article has died away," said Mr. Fox. "In my young days," he went on, "when a young man married, he had a pair of candlesticks on the chimneypiece. Then it got to foreign ornaments, but those have gone. Then it turned to English-made ornaments. It shows the change in fifty-three years. I was forty years in Westgate. I knew Mr. Beach very well. He and I were lads together. We used to go down to the Potteries together. It used to take three days then." The shop we were in was a large one, and adjoining it was another as large. Glass and pottery ware, chiefly of the useful domestic sorts, lay all around us, and the business of the place had been going briskly on as Mr. Fox talked to me. After exchanging good wishes with him, I departed.

In Lumb-lane, one of the principal up-town thoroughfares to the north of Bradford, stands the wholesale glass and china depôt of **Mr. James Hall,** comprising two shops of considerable size. I found a large stock of domestic and ornamental pottery ware on view at this depôt. Dinner sets formed a conspicuous class of goods, and very chastely decorated some of the sets were. Toilet sets formed another large and attractive class, the relief and floral work on some of the sets being very chaste. One set which took my attention especially, had a fine ewer, moulded to a four-square pattern, flower work in relief being on each of the four sides. A number of trinket sets, all pleasing and some exceedingly pretty, were in evidence. Flower pots, vases, and épergnes, many of these very handsome, figured as objects of artistic interest in the stock.

An extensive business, which employs a well-stocked shop in Godwin-street, another shop in the new Market Hall, and four stands in Kirkgate Market, is carried on by **Mr. Jesse Mellor,** an interesting personality of the glass and china trade in Bradford. Mr. Mellor has been actively engaged in the trade for thirty years, and belongs to an old Staffordshire family who were descendants of the Mellors of Mellor Hall, of Cromwell's time, whose lands were confiscated in the stirring days of the Commonwealth. Of the branch of the family with which Mr. Mellor is connected there are four sons. The family lived at Biddulph, the father being a farmer. Of the four sons, Jesse, on leaving home, upwards of thirty years ago, went to Brad-

ford, and began business for himself as a dealer in glass and pottery ware. Another son settled at Huddersfield, another at Pontypool, and the fourth at Pontypridd, all becoming dealers in glass and china ware. "There is a greater variety of stuff now than in those days, and there is more work for less profit," said Mr. Mellor, as we stood together in the fine shop at the Market Hall, and he spoke of the trade in past times. "Stuff is a lot cheaper now than it used to be," he continued. "There is a lot more work in earning five pounds. But if Englishmen would only stir themselves, the foreigners would not have a shadow of a chance. Look at the carriage! That is a profit. They ought not to be able to come into this country. They only come in with small things which they can pack in parcels and boxes. They cannot touch the big, bulky stuff. Those plates and dishes they cannot touch" —Mr. Mellor pointed to piles of dinner plates and to a set of dishes—"nor toilet sets. They can only get in egg-cups and such like small things which can be packed in boxes. If our chaps would only put their shoulders to the wheel, they could knock them into a cocked hat," said Mr. Mellor, with energy. "Would it be worth while for English potters to lay themselves out to capture the trade in these small goods from the foreigners?" I asked. "There is a great amount of the stuff sold. I should think it would be well worth their while to lay themselves out for it, and that there is a great profit to be made out of it, and that it would prove a great source of employment for young people. They could make that stuff at home, instead of playing about. Of course I want them to play; they want recreation; but they could make this stuff at home the same as they do on the Continent. You know those penny glass tubes? They make them on the hilltops at nights when the weather is dark. A man who has four or five children will go down and get a bit of stuff, and set his children to make the things, and take them back and get his pay for them. So they beat us. They get our stuff in Cornwall, and take it over to Germany, and make the things, and send them back here, and sell them cheaper than we can. Egg-cups in Staffordshire cost a shilling a dozen. We sell foreign egg-cups readily at 1d. each. They want that in Staffordshire. If you put down an English egg-cup at 1½d. and another at 1d., a person will naturally take the 1d. one—they all break. These egg-cups that are done at 1d. each in Staffordshire, they could as easily do at 8d. or 7d. a dozen. If they would do them at that, the foreigners would not have a shadow of a chance here. And what applies to egg-cups applies to other things as well."

"Do you think the English makers could secure the trade in the new ornamental wares which are being sent here from the Continent?" I asked. "I do. I tell you candidly, I think they could beat the foreigners at anything if they would only try. Their jugs the foreigners cannot touch. They have been trying for years. There are foreign jugs here," Mr. Mellor took up a small white jug of twist pattern. "There is nothing about this when you come to look at it," he said. "English makers could make this just as well as the foreigners, if not better. The great failing of our chaps is that they are so fond of football and other games, and of going to the 'Empire,' and that kind of thing. There is no doubt, if they went on with this fiscal question, it would shut out this stuff, but it would not be fair to the country. I think, taking the carriage into consideration, we ought to make stuff cheaper than they can send it across. I look upon Englishmen as A1, and as the best men that can be produced, and I don't see why they should be beaten in anything. I would like to see the time come when we shall be able to beat the foreigners on their own ground, and beat them so that they could not send anything in."

An old-established glass, china, and earthenware business of the wholesale class is now carried on in Manchester-road by **Miss H. Kenyon.** The business was founded by a Mr. Harris Lyons towards the close of the "seventies" of last century, and in 1886 was transferred to Mr. E. Wilson. It was maintained by Mr. Wilson until March last, when he retired, leaving the business in the hands of his niece, Miss Kenyon, by whom it is now being carried on. The main shop, on the ground floor, is a large one, and at the time of my call held an extensive and varied stock, goods of the ornamental class figuring prominently. Among the glass were some very ornate flower épergnes, and others, delicately but prettily formed. Of vases there was a numerous and striking collection, the decorative work showing much variety of artistic treatment, the floral and figure work being of great beauty. Trinket sets in many choice patterns, revealing much dainty ornamentation, were also in numerous array. Tea services and tea pots, many of the latter being of unique patterns beautified with numerous artistic conceits, formed still another class of goods. Glass shades have been made a special line of stock, and of these a large collection was in hand at the time.

(To be continued.)

A NEW AMERICAN POTTERY.

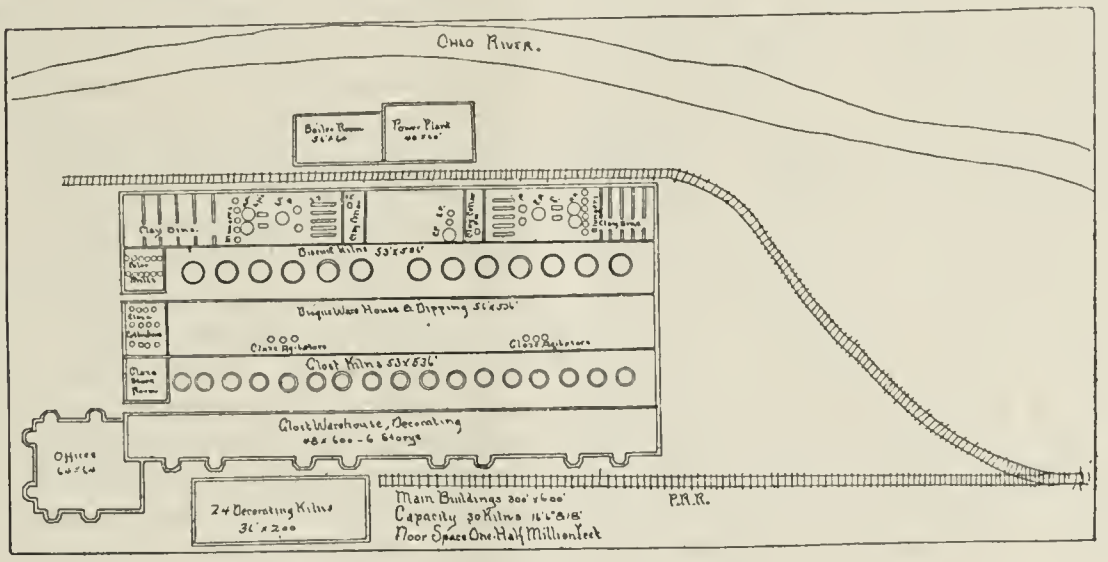
THE new pottery being built at Newell, W. Va., will have a capacity of 30 kilns, of which 13 are bisque and 17 are glost, says "Brick," of Chicago. The main buildings will be 600 ft. in length and 300 ft. in width. This does not include the power plant, decorating kilns, or offices, which are located in separate buildings. The foundations which form the basement of the buildings are built of concrete. Two sidetracks from the railroad are in use at the plant, one coming in at the clay end of the plant for receiving the raw materials, and one at the warehouses for shipping facilities. A slip house is located at each end of the pottery facing the receiving department, and a row of clay bins for the raw materials are located at each end of the plant. From these bins a small car is run, containing the scales for weighiug the raw materials. The equipment of each slip house consists of a row of large and heavy blunger mills, containing five double mills and one single one, the single being used for the scrap clay from the workshops above. The mills stand over 9 ft. high and the double mills have a capacity of about 5,000 lbs. of clay each, giving to each slip house a capacity of washing about 28,000 lbs., or 14 tons of raw material at once. The tanks of the mills are elevated about 6 ft. from the main floor of the slip house, and the rough agitators are located right in front of them and on a lower level, being about 2 ft. from the main floor. The agitators are housed with brick tanks, lined with portland cement and well hooped. The agitators are about 4 or 5 ft. in depth and about 10 ft. in diameter. In front of them and on a level with the floor are located the sifters, which are of the sliding motion type, and run at a speed of about 250 r.p.m. The machines are two in number, the two sifters taking care of the entire row of what is equal to 11 single-blunger mills. The smooth agitator, which is in the form of a cistern, and placed entirely below the floor line, is located in front of the sifters and the contents of both the rough agitators go into this one large cistern after being sifted, about a 120-mesh lawn being used on both sifters. The pumps are of double type and are over 8 ft. high. They are both upright pumps with steel plungers and outside packed. They are operated by power and the two pumps have sufficient capacity to operate with ease the five 72-chamber round rail filter presses, located in each slip house. These presses of the round rail type make a cake of clay about 1½ in. in thickness, giving to each

press a capacity of about 3,000 lbs., and each press can be pumped up 10 times per day, a feat that has never been accomplished on any other filter press, making the total capacity of each slip house about 75 tons per day of 10 hours, or a total capacity of 150 tons per day of 10 hours, which would consume about 6 car loads of clay and other ingredients.

Each slip house has its own clay cellar, and in this cellar is located a 22-in. straight barrel-body pugmill of the triple-geared type, with a capacity sufficient to supply the needs of one end of the plant. The locating of the pugmill in the clay cellar is a new departure and saves trouble in handling of the clay. These slip houses and clay cellars are located at the extreme side of the plant and take up about 500 ft. of the 600 ft. on that side. The width taken up is about 80 ft. In the centre between these two slip houses are located the sagger shops where the 5 ft. grog pan and the 2 sagger pugmills are located. Moving to the other side of the buildings the bisque kiln room comes next. This is 53 ft. in width and 536 ft. in length, containing 13 18 ft.-kilns. The kilns are all built with the stack after the regular design on the white ware pottery kilns. At the far end of this row is located the colour room, where the colour is ground. This room occupies a space of about 50 ft. by 60 ft., and in this room are located 12 4-ft. colour mills of the over-geared upright design, or, in other words, 4-ft. over-geared glaze mills which are in this case used for grinding colour. These mills occupy nearly all of the spare room in this department. The millstones are 4 ft. in diameter and each mill contains two large runners or drag stones. The mills are divided into two batteries of six mills each. The glaze-grinding department is located directly opposite, only a passage dividing the two departments. In this room are located ten 4-ft. by 5-ft. cylinder glaze mills in two rows of 5 mills each. All mills are on separate housings and are driven by individual belts, but all are driven from the same countershaft, one motor driving the entire set. The mills are all lined with hickory blocks about 4 in. in thickness and imported French pebbles are used for the grinding. A chaser mill similar in construction to a dry pan with the exception that the bed is of Esopus stone and the muller of the same material, is 4 ft. in diameter and is used entirely for the grinding of the frit. In the rear of the glaze room is located the glaze stock room which is of slightly smaller dimensions. The bisque warehouse is 66 ft. in width and 536 ft. in length. The dipping is done in this department and three glaze agitators are located at either end of this department where the glaze is kept until drawn into the dipping tubs. These agitators have wood tanks about 6 ft. in diameter and 8 ft. high.

The glost kiln shed is next to the bisque warehouse and is 53 ft. in width and 536 ft. in length, containing seventeen 16 ft. 6 in. glost kilns. The glost warehouse is next in order and is 48 ft. in width, 600 ft. in length, and 6 stories in height. The decorating department will also be located in this department and the sample rooms will be in this building also. On this side of the plant are located eight bay windows reaching from the first to the top story. The decorating kilns, which will be 24 in number, will be located in front of this building. The company is experimenting with several kinds of kilns. The regular decorating kilns may be used, and if they are, 24 kilns will be necessary. If, however, a continuous kiln is used only two or three will be necessary. The office buildings are located to the left, and in front of the plant and the building will be 64 ft. square and will be five stories high.

The plant will be driven entirely by electricity and the machinery will all be driven in batteries from separate motors; in the slip house one entire row of blungers will be driven by one motor, both rough agitators from one, the sifters from one, and the pumps and the smooth agitator from another. The same rule will apply in the sagger house; one motor will drive the entire battery of grog pan, sagger, pugmill, and wadmill. All the cylinders in the glaze department will be driven from one motor, although this may be changed and five cylinders only driven from a motor. In the clay shops the equipment will consist of about 25 regular jollies, with $9\frac{1}{4}$ in. heads, about 5 with $15\frac{1}{2}$ in. heads, and about 6 jumbo jollies. These will be divided up into batteries and driven by electricity also. The equipment in the decorating department will consist of a regular equipment the same as any other pottery. The power plant will contain boilers to the capacity of 800 h.p., and will drive all of the electrical equipment for the pottery and for the street car line, and for the park and lighting the town also, furnishing the necessary steam heat for the pottery. The boiler plant will be 36 ft. by 64 ft., and will contain eight 66 in. by 16 ft. full-arch front tubular boilers. The power house, which will contain the engines, dynamos, and other electrical equipment, will be 40 ft. by 60 ft. This will be built mostly of stone, and has been almost completed. A good part of the buildings is already up, and work will be commenced in a few months.



A New American Pottery

Arbitration in New Zealand.—In connection with a discussion in the correspondence columns of the "Times," concerning the New Zealand Arbitration Acts, a letter appeared from Mr. J. C. Wedgwood, M.P., in which he said, among other things :—"I lay no claim to special knowledge of New Zealand, but I have seen something of the undercutting that occurs in the clothing and in the pottery trades in England, and I believe that the majority of respectable employers in these trades would view with favour an Act which would make it illegal for their unscrupulous rivals to secure contracts by basing their estimates on unknown lower wages." The concluding paragraph of Mr. Wedgwood's letter was as follows :—"Would it entail a protective tariff in this county to prevent the entry of sweated goods from abroad? And could not this be avoided by simultaneous legislation in the competing countries? It is a point that will have to be met some time. Perhaps some future Hague Conference will consider this industrial aribitration."

A BRIEF VISIT TO COALPORT.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

COALPORT is alike one of the most charmingly situated and one of the most inaccessible places that could be imagined. It is far away from any industrial centre, and its picturesque appearance in the beautiful valley of the Severn causes a stranger to wonder how any lover of nature could have desecrated the scene by first establishing a factory of any kind there. It is on the banks of the Severn at a point where the graceful winding of the river may be seen in each direction, and where the thickly wooded slopes add grandeur to the view. I have headed this article "A Brief Visit to Coalport." I mean, of course, to the Coalport China Works. There was, however, no necessity to say so because the China Works *are* Coalport. Apart from the natural beauties of the locality, there is nothing, practically nothing, else there to interest anyone but the china factory, and nearly everyone in and around Coalport is either employed or is connected with someone else who is employed at it.

The fact that there are two railway stations there (the Great Western and the London and North-Western) may be very satisfactory to the china company, but it is a delusion and a snare to the innocent traveller. It is a tedious matter to get there by either route, and the feat is only accomplished by a number of changes. After midday the dual railway service affords two opportunities of returning to London, one by each route. Yet at Coalport there is, as all our readers are aware, one of the most famous porcelain manufactories in the kingdom. Coalport china ranks amongst the most beautiful of English ceramics. We in England are proud of our china, which for artistic refinement will compare favourably with any in the world. But how is it we find a china factory in the midst of such idyllic surroundings? Fuel is an important factor in pottery production, and probably the presence of coal very near the surface and of a clay suitable for making seggars induced an early potter to settle there. The present Coalport China Works are the outcome of several predecessors at other places, some of them historically famous. About 1750 a small factory was founded at Caughley, on a hill at the other side of the river, and about a mile distant from the present works. Mr. Brown, of Caughley Hall, the founder, disposed of it, and after passing through several hands it was acquired by Mr. Thomas Turner, son of the Vicar of Norton. Mr. Turner was a chemist, an artist, and an engraver, who had at one time been connected with the Worcester Porcelain Works. Under his direction the productions of Caughley became noted for their excellence. Mr. Turner visited France, and brought home with him some French workmen, who gave him practical suggestions for the improvement of his productions. Several men who afterwards became famous were trained at these works under Mr. Turner. Amongst them were John Rose, Thomas Minton, Martin Randall, and others. It was Thomas Minton, who was an engraver apprentice under Mr. Turner, who engraved the famous "willow pattern" from an original Chinese plate. This pattern made the fame of Caughley, and has perhaps never been equalled as a selling pattern by any other ornamentation. Mr. Turner also brought out the famous "Broseley Blue Dragon," and these two patterns, though now used by other makers, are for all time associated with Caughley. Mr. John Rose, an apprentice at Caughley, founded the present Coalport works, and shortly afterwards he purchased the old works at Caughley, and carried on both factories under the name of John Rose & Co. In 1815 the Caughley works were abandoned, and the business of both works concentrated at Coalport. In 1820 the Swansea porcelain works were discontinued, and Messrs. Rose & Co. bought up the moulds, plates, and other accessories. Soon after this the firm acquired another pottery—the famous Welsh manufactory of Nantgarw, which was also absorbed by that at Coalport. Nantgarw was established by Billingsley, the famous flower painter of Derby. It is admitted that this factory, though a small one, produced porcelain as fine in body and texture as any ever made. When the pottery was purchased the proprietor was bound over for a period of seven years to make the same body at Coalport as had been made at Nantgarw. Mr. John Rose died in 1841, and several changes in proprietorship took place until 1889, when the business was incorporated as a private company by the present proprietors under the style of the "Coalport China Company (John Rose & Company), Ltd." Mr. Charles C. Bruff is the chairman of the company; he and his brother-in-law, Mr. A. N. Bruff-Garrett, are joint managing directors, Mr. J. C. Cheadle is the secretary, and Mr. J. T. Bott is the art director. Mr. Bott's father has done some fine work at Worcester, and he himself has for a long time been engaged in ceramic design and ornamentation.

It was my good fortune to meet all these gentlemen on my recent visit to Coalport, and Mr. Charles C. Bruff was kind enough to show me over the works and to give me the details I sought. Mr. Bruff is a perfect compendium of information on all that pertains to the factory and the productions of Coalport. I am aware he has a large and direct personal interest in the business, but, allowing for this, I was astonished at the facility with which he could give me the particulars of the several works which have been amalgamated, the names of the persons connected with them the dates of the amalgamations, and the characteristic features of the productions of each. The works have been greatly enlarged, and a considerable portion of them has been rebuilt, and new and improved machinery and appliances have been introduced since the incorporation of the company. Every provision seems to be made for the health, convenience, and comfort of the employees. The artists and decorators work under most pleasant conditions. Light and well ventilated workrooms look over the river Severn to the woodland scenery on the opposite banks. Every place and every person looks clean and fresh. There are about five hundred employed altogether. I saw them leave the works at the dinner hour and return. The young women and girls had more the appearance of holiday makers than of workpeople in the middle of an ordinary working day. The ancient and the modern mingle at Coalport in the most harmonious fashion. There are old cottages, some inhabited, and others converted into workshops, and in line with them there are the substantial show-rooms and artists' rooms built but a few years ago. The entrance hall to these new premises is handsomely appointed. The floor is artistically tessellated. The initials and trade mark of the company are introduced into the mosaics, while the trade marks of the Caughley, Nantgarw, and Swansea pottery are similarly reproduced. The new premises are neat in appearance and conveniently arranged and fitted. A little distance away there are some new ovens built in the most effective modern style, and in the midst of them there is an oven of quite another stamp. It is claimed that this is the oldest pottery oven now working, and it looks it. The company are self-reliant to a very great extent. I suppose in that out-of-the-way district they are obliged to be. They prepare their own raw materials, even the calcining and grinding of bone. The river runs close to their premises, and they have a siding connecting with the railway. The company do not use lead in their glazes, so that they do not come under the compensation rules. A large number of visitors call to

inspect the works, and many distinguished ones have been amongst them. In July, 1900, they were honoured by a visit from the Duchess of York, now Princess of Wales, and her Royal Highness and the members of her suite signed the visitors' book. An interesting circumstance to which my attention was drawn was the number of old employees engaged on the works.

As an evidence of the good feeling that exists between the principals and their employees, there was a remarkable demonstration to welcome the managing director, Mr. Charles C. Bruff, on his return from a visit to the United States. The whole was the spontaneous work of the employees themselves, who arranged it as a surprise to their principal. They decorated the approach to the works, and presented him with an appropriate address of welcome artistically illuminated by one of the staff and handsomely framed. But what Mr. Bruff prizes above all is an album beautifully bound in vellum and containing the signature of every employee on the works, men and women, boys and girls. These are the signatories to the address. The productions of the firm must be mentioned another time. Coalport china has a world-wide reputation. and its merits and special features are well known to our readers.

GERMAN CERAMIC INDUSTRIES.

(*Concluded from p.* 1054.)

THE detailed import and export tables for 1905 are given, and include the following figures :— EXPORTS : Earthenware (*a*) of one colour or white, viz., stoves, 14,892 cwts., £11,172, to Russia, Denmark, Switzerland; ordinary stone ware 144,564 cwts., £166,258, to United Kingdom and all other countries ; superior stoneware, 304 cwts., £442, to Austria-Hungary ; all other descriptions, 22,590 cwts., £18,082, to United Kingdom, Russia, Switzerland and Austria-Hungary. (*b*) Of several colours, painted or gilt, 320,172 cwts., £720,398 ; porcelain and wares resembling porcelain, viz., (*a*) White, 137,640 cwts., £268,620 ; (*b*) coloured, painted or gilt—table services, 533,636 cwts., £2,267,966 ; fancy porcelain, 81,844 cwts., £716,136 ; all other porcelain ware, 33,386 cwts., £180,026, all these kinds are sent to the U.K. and all other countries ; porcelain or stoneware insufficiently declared on exportation, 1,784 cwts., £8,282, U.K., Austria-Hungary, France. IMPORTS : Earthenware not otherwise mentioned, viz., (*a*) of one colour or white—stoves 578 cwts., £588, from Austria-Hungary; ordinary stoneware, 31,534 cwts., £56,742, U.K., Austria-Hungary, France and U.S.A. ; superior stoneware, 1,718 cwts., £2,058, U.K. ; all other descriptions, 4,346 cwts., £4,508, U.K., Netherlands, Austria-Hungary. (*b*) of several colours, painted or gilt, 25,608 cwts., £74,040, U.K., Austria-Hungary, Belgium, France, Netherlands ; porcelain and wares resembling porcelain, viz., (*a*) white, 4,622 cwts., £9,604, France, Austria - Hungary (*b*) coloured, painted or gilt: table services, 8,496 cwt.; £36,114 ; fancy porcelain, 1,580 cwts., £13,818, U.K., Austria-Hungary, France, Japan ; all other porcelain, 1,032 cwts., £6,126, U.K., France, Austria-Hungary ; (*c*) porcelain toys, 2 cwts., Austria-Hungary, Japan, &c.

There can be no doubt that the remarkable development in the export trade of German ceramic ware to foreign countries has been largely due to the constant efforts made towards increasing the quality of the goods produced. The increase in quality which has indeed taken place in German ceramic ware during recent years is attested by the fact, based on official statistics, that the average export value, which was about 12s. per cwt. in 1891, rose to 18s. per cwt. in 1900. It should be mentioned here that, apart from the opportunities which are offered in Germany by other technical schools of a more general character for acquiring a theoretical knowledge of ceramic industry in its various branches, there are at present four special technical schools for this industry, viz., at Höhr, at Bunzlau, at Lauban and at Landshut. Their aim is to afford a thorough combined theoretical and practical workshop instruction, and to train young persons for future positions as owners, managers, foremen painters, or modellers in the various branches of ceramic industries. The schools are maintained by a subsidy and under the supervision of the governments of the German States in which they are situated. Though at first indifference, not to say opposition, was shown by the manufacturers and others towards the establishment of these schools and it was (in the case of two of them at least) mainly the Government and municipal authorities who primarily recognised the advantages arising from such special technical instruction, this indifference has now ceased, and manufacturers are glad to send their apprentices and journeymen to the schools, and in one instance even the manufacturers themselves have attended some of the lectures.

With regard to German trade in the productions of ceramic industry in particular with the United Kingdom, it is not possible (at all events at the present moment) to furnish any statistics showing the volume or value of the import or export trade in these articles between Germany and the United Kingdom during 1905, nor of the values of the same in 1904. The only official statistics available at present are those embodied in the following table, and which represent the respective volume of the different descriptions of ceramic ware, exported from Germany to the United Kingdom, and exported from the latter country to Germany in the year 1904. Whilst Germany imports from the United Kingdom larger quantities of unglazed and glazed bricks, glazed earthenware pipes, muffles and capsules, as well as of ordinary white stoneware, Germany on the other hand, exports to the United Kingdom much larger quantities of coloured, painted and gilt stoneware, and more especially of white and coloured porcelain ware, in particular of coloured table services and of fancy porcelain.

Table C.—EXPORTS from Germany to the United Kingdom; and Imports from the United Kingdom to Germany of Productions of Ceramic Industry during the year 1904 :—

Description.	Exports from Germany to United Kingdom.	Imports from United Kingdom to Germany.
	Cwts.	Cwts.
Earthenware vessels, ordinary, not glazed and not fireproof	1,616	—
Earthenware—		
(*a*) Of one colour or white, viz.—		
(1) Stoneware, ordinary	3,494	23,260
(2) ,, superior	—	1,586
(3) All other descriptions	1,132	1,436
(*b*) Of several colours, painted or gilt ...	9,390	5,070
Porcelain and wares resembling porcelain, viz.—		
(*a*) White or of one colour	18,412	—
(*b*) Coloured, painted or gilt, viz.—		
(1) Table services	98,026	572
(2) Fancy porcelain	20,346	65
(3) All other porcelain ware	1,190	1,072
(*c*) Toys of coloured porcelain	560	—

The Import of Crockery, &c., at Tangier during 1905 was valued at £5,948, as against £6,838 worth imported in 1904.

Obituary.

GEORGE WOOLLISCROFT, AGED 81.

WE regret to record the death of Mr. George Woolliscroft, one of the oldest pottery manufacturers in North Staffordshire, and the founder of the firm of George Woolliscroft & Son, Ltd., terra-cotta and tile manufacturers, Patent Tile Works, Hanley. Mr. Woolliscroft had been ill for some time, and it was known that his disease was incurable; yet he was patient under his sufferings, and almost to the end maintained an interest in the progress of the business he had himself commenced. He was able to get out until about a month prior to his death, which took place at his residence at Leek, on the evening of August 30. One of his last visits was to the company's Chesterton works, in which he took especial interest, as he commenced the manufacture of tiles there. Mr. Woolliscroft was born at Fulford, on March 7, 1825, and was the son of a farmer. He received his early education locally, attending afterwards a school at Shooters Hill. It is interesting to note that he was not originally associated with the potting trade, but was apprenticed to a cabinet-maker and upholsterer. He was associated with that trade for several years in various parts of the country, but returned to Staffordshire and engaged in various enterprises, the supply of timber for mining purposes being one of them. This led him to supplying timber for building purposes. His connection with builders suggested the supply of encaustic tiles for builders, and this was the means of his coming into business relations with the late Mr. William Ridgway, who was manufacturing tiles at Hanley. Mr. Woolliscroft bought tiles from Mr. Ridgway for some time, and eventually purchased the Hanley tile works themselves from him. About the same time he commenced making ridge and roofing tiles at Etruria. These were the "small beginnings" from which the extensive and many-sided business now controlled by the limited company has been gradually evolved, mainly by the foresight and energy of the deceased. The company are now not only manufacturers of building tiles, but decorative tiles for all purposes, mosaics, and particularly of ecclesiastical faïence. The latter has become one of the most important branches of the company's business. They have carried out many beautiful schemes of church ornamentation in ceramic mosaics. A fine specimen of their work may be seen in the Church of the Blind, Hope-street, Liverpool, where it elicits almost as much admiration from strangers as the beautiful singing of the blind congregation for which the church is famous. The business grew rapidly, and in 1894 it was taken over by a private limited company, Mr. Woolliscroft becoming the chairman of the directors. He retired from active work on the Board, and was succeeded by Captain Blizzard, who had been his partner since 1893, and who became Chairman of the Board and manager of the works. Mr. Woolliscroft, however, retained his financial interest in the business to the last, and was looked upon as a sort of advisory partner to the end. On the celebration of his eightieth birthday, last year, the directors, staff, and employees of the various works presented him with a finely executed portrait of himself and an illuminated congratulatory address. For the last eight years he has resided at Leek. He was at the time of his death churchwarden of All Saints Church, Leek, but otherwise took very little active part in public work. Mr. Woolliscroft had been a widower for twelve months, and leaves one son and two daughters. The deceased will long be remembered with respect by a large circle of private and business friends.



MR. GEORGE WOOLLISCROFT.

EZRA BOURNE, AGED 60.

WE regret to announce the death of Mr. Ezra Bourne, who died at his residence, 205, Waterloo-road, Burslem, on September 14. For some time past Mr. Bourne has been ailing, without, however, developing any particular complaint. A few weeks ago matters took a more serious turn. Mr. Bourne had a stroke. From that time his health failed, and he gradually took a less and less active part in the business. Mr. Bourne has had a long and honourable connection with the pottery trades, and was born in Tunstall, being the son of the late Mr. Joseph Bourne, a well-known tradesman. On leaving school he went to the factory of Messrs. Heath, Blackhurst & Co., Hadderidge Pottery, Burslem, in which firm his father was interested. He remained with this firm until 1868, when he joined the late Mr. George Tinsley in the firm of Tinsley, Bourne, & Co., a name well known to the trade for a number of years. In 1882 he withdrew from this firm and joined his uncle, the late Mr. Abraham Blackhurst, the firm being known as Blackhurst & Bourne. Mr. Bourne thus became a principal of the firm with whom his early acquaintance with the business had been obtained. In 1890 Mr. Blackhurst died, and Mr. Bourne was then joined by his brother-in-law, Mr. John E. Leigh, the youngest son of the late Mr. William Leigh, one of the founders of the well-known firm of Burgess & Leigh. This association was continued until Mr. Bourne's death. The deceased's character as a man of business stood high in the trade. He has for many years taken an active part in religious and philanthropic work in the town and district. He was an earnest Wesleyan, and had held every office a layman could hold in connection with the Wesleyan Chapel at Burslem. He was greatly esteemed as a local preacher, having been appointed so long ago as



MR. EZRA BOURNE.

1867. The number of offices he had held as treasurer and secretary of various denominational funds showed the confidence placed in him. He was respected in business, and esteemed by a large circle of private friends. There was evidence of this at his burial, which took place at Burslem Cemetery on September 18, in presence of a large number of relatives and acquaintances. The employees of Messrs. Bourne & Leigh were nearly all present, and there were also representatives from nearly every chapel in the neighbourhood. Mr. Bourne has left a widow, one son, and three daughters.

Foreign Notes.

Kaolin in Madagascar.—An American Consul in Madagascar reports the discovery of large deposits of kaolin or china clay.

The Hollub-Gabriel Co., importers and jobbers of crockery, glassware, lamps, &c., have moved to permanent quarters at 292-294, Second-street, and 610-612, Folsom-street, San Francisco, California, U.S.A.

Earthenware and pottery to the weight of 30,225 metric tons, and valued at £318,960, were imported into France during the first six months of the present year. Both quantity and value show a substantial increase.

Herr Julius Fahdt, of Dresden, has just issued the tenth edition of his "Directory of the Austro-Hungarian Glass Industry." This is in similar form to the previous editions which we have noticed, but has been revised and brought up to date.

Mr. James Douglass, 24, Park-place, New York, has been appointed sole agent for the United States and Canada for Clementson Bros., Hanley, Pearson & Co., Stourbridge; John Aynsley & Sons, Longton, and the Brethy Art Pottery Co., of Woodville.

Crockery and Glassware to the value of £8,004 was imported at Zanzibar during 1905. This value was below 1904, but above the average for the last five years. Seventy per cent. was supplied from Germany, better class goods coming from the United Kingdom.

U.S. Glass Imports.—The total glass and glassware imports of the United States during the twelve months ending June, 1906, were valued at $7,507,823, while for the corresponding months of the previous year the total value of imports was $5,948,839. The increase in value during the twelve months was $1,558,984.

Belgian Glassware Exports for the first quarter of the present year are recorded as follows in the official statistics:—Coarse, 6,445 metric tons, value £137,520; fine, 204,800 kilos, value £12,520. For the coarse wares the weight has increased and the value decreased. Both weight and value of the fine wares show a marked increase

Glass Coins coated with gold have recently been circulated by a gang of forgers. Many of the coins passed through several hands without being detected. The only weak points appear to have been that the gilt coating was apt to rub off, and that the glass might break if the coin is rung on a very hard substance.

U.S. Duty on Chemical Glassware.—The following is a decision recently rendered by the Washington Treasury Department. Articles composed exclusively of blown glassware in the form of flasks, &c., designed for use in chemical laboratories, are dutiable at 60 per cent. ad. val. Articles designed for similar use but composed of moulded or pressed glass or of blown glass in combination with parts of moulded glass or other material, are dutiable at 45 per cent. ad val.

U.S. Tariff Decisions.—Glass jars, cylindrical in shape, and without contraction at the mouth, fitted with stoppers ground only with the object of rendering them suitable for their intended purpose of use as stoppers for such jars, 40 per cent. ad val. Small glass oil lamps, adapted for use in sick rooms in lieu of tapers, the reservoir and globe of each lamp ornamented or decorated by painting, and not pot coloured, 60 per cent. ad val.

The Leipzig Pottery Trade may be regarded as satisfactory in volume, although the over-production, especially in decorative porcelain, prejudicially influences competition, says an Austrian Consular Report. Exports have largely increased, a considerable share in this business being taken by the United States. Prices have not gone up, despite the higher rates paid for coal and raw materials. The chief customers abroad are the United States, Great Britain, Scandinavia and Switzerland; and even Russia buys freely, notwithstanding the political complications there. The Porcelain Convention has improved the conditions of the home market, and has raised prices 5 per cent. all round. At the same time it has assured dealers that defective sets of tableware will not in future be put on the market.

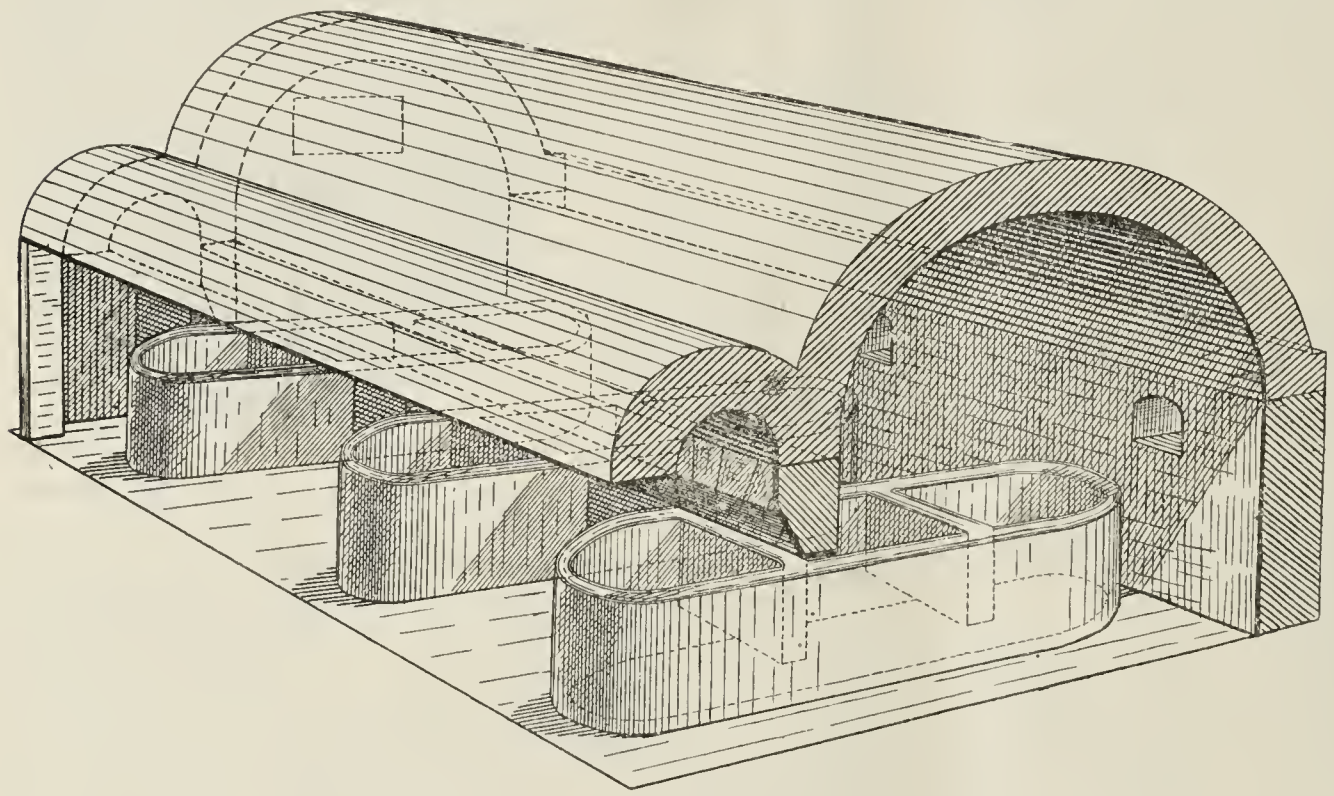
U.S. Flint and Feldspar Production.—The production of quartz (referred to commercially as flint) in 1905 amounted to 39,555 short tons of crude quartz, valued at $33,409, and 11,590 short tons of ground quartz, valued at $70,700, a total of 51,145 short tons, valued at $104,109. These values refer to the material at the mines, and the ground material includes only that ground by the producers. The figures do not represent the entire quantity of quartz and flint consumed in the United States, for much flint is imported from Europe in the form of rounded stones for use in ball mills. The value of these imports in 1905 was $146,463, as against $94,803 in 1904. As yet no satisfactory domestic product has been found as a substitute for the imported flints. The production of feldspar in 1905 amounted to 14,517 short tons, valued at $57,976, and 20,902 short tons of ground feldspar, valued at $168,181, a total of 35,419 short tons, valued at $226,157. These values refer to the material at the mines, and the ground material includes only that ground by the producers.

German Pottery and Glassware in Egypt.—An article in the "Journal of the British Chamber of Commerce" directs attention to the growth of German competition in Egypt, referring to china and pottery amongst other classes of goods. In 1895 the total import was valued at £E38,399, Germany's share being 17·1 per cent. Last year Germany supplied 30·1 per cent. out of a total of £E78,127. In glassware the 1895 import was valued at £E55,141, Germany supplying 6·8 per cent.; in 1905 the total had increased to £E140,415, and the proportion sent from Germany to 11·6 per cent. The article goes on to say:—Two large German firms have recently been pushing the trade in glassware and crockery, especially in articles for household use. It is, of course, out of the question to attempt to give any indication of prices, in view of the numerous articles this category comprises. It may, however, be mentioned that German tumblers of a plain pattern can be sold at 8 fr. (6s. 4d.) the 100, the price running from 12 fr. (9s. 6d.) to 40 fr. (£1 11s. 7d.) if the glasses are in colours with fancy designs.

The Pottery Trade at Salonika.—An Austrian Consular report says this port is very much behind the other cities in the Levant as a market for glass and porcelain ware. It is only within the last three years that a small demand for somewhat better class goods has arisen, and that the populace have begun to evince more taste for these articles and stoneware. As it is, prices have been cut so low as to be really unprofitable, with the result that most of the best manufacturers have dropped out of the business. Hungary supplies large quantities of cheap hollow glass ware, and consignments are sent from Germany, Belgium, France,

and Holland. A few Austrian makers supply porcelain, chiefly table services and toilet ware, and most Turkish coffee cups are imported from Thuringia. In view of the low prices makers stipulate either for cash against bill of lading or banker's draft. Stoneware is imported from Elsass-Lothringen, Holland, Belgium, and also from England. Wall, hanging, and stand lamps, with all kinds of lamp fittings, are being supplied by Austria-Hungary and Germany. The Viennese manufacturers are well established in this market, and send representatives periodically. Medium qualities are in good demand, and the business is capable of great development, the provinces being still poorly supplied with means of illumination.

J. Lecomte-Falleur et Cie, Jumet, Belgium, are sole makers of the "Bassins Monolithes," for use in the manufacture of glass. This apparatus is protected by the Baudoux' patents in all the principal countries. The system is described as being the only one which permits the simultaneous production in the same oven of different kinds of glass. For this purpose several earthenware vessels, each divided into three compartments, in which are effected successively the operations of melting, refining, and working are placed in the oven. The oven is so arranged that a partition wall protects the "working"



Glass-Oven with "Bassins Monolithes."

compartments from the direct action of the flame, whose high temperature is necessary for melting, and especially for refining. The illustration shows how the "Bassins Monolithes" are used. The composition introduced through the openings for charging is received into the melting compartments close by. When the melting has taken place the glass passes under the partitions into the central, or refining, compartment, where the temperature is highest. As the glass is taken from the "working" compartments, shown in the front part of the illustration, the level in these compartments is lowered, causing the refined glass to flow into them. In practical work, the "Bassins Monolithes," though only invented in 1903, have already given excellent results. Their principal advantages are summarised as follows:—Easy regulation of the quantities of glass produced in each class, as wanted; superiority of glass obtained, both as regards fineness and uniformity of colour; prevention of refractory waste in the body of the glass; considerable economising of fuel, an oven with 8 "Bassins Monolithes" supplying 24 blowers requires less than from 400 to 450 tons of coal per month, and produces from 450,000 to 500,000 feet of glass; marked reduction in the cost of maintenance of the "bassins" and the oven.

Glass and Pottery at Bilbao.—The importation of glass and earthenware pipes from the United Kingdom at Bilbao, increased considerably last year. The former as frosted panes for windows, &c., much of which, however, owing to the small amount of building operations undertaken during the year in Bilbao went to the interior, whilst the latter were used for drains and watercourses. Glass works have been established for some years past in Bilbao and Jerez, by the Compania General de Vidrios Espanoles, for the production of window panes and bottles. The quality of both these productions is ordinary. The Bilbao works produced during 1905:—Window panes, 447,500 square metres; bottles for cider, 970,901. The company had formed a trust, but has had to encounter severe competition from small independent works, especially in the manufacture of bottles, which at last obliged them to close their "Boucher" oven in November, 1904. The stock remaining over from 1904 consisted of 106,201 square metres of window panes and 430,215 bottles. The opening and installation of new works in Bilbao during the year cost 39,190 fr. A factory for the manufacture of bottles exists at San Sebastian, says a British Consular Report.

China and Earthenware in Chicago.—The wholesale trade in china, earthenware, and glassware in Chicago amounted to about £2,700,000 in 1905. The direct imports from the United Kingdom contributed less than £44,000 out of this amount, while the total direct imports were over £190,000. The exports of American made china were valued at over £200,000, nearly double the amount exported in1903. The imports to the United States show a rise in value of £100,000, with a total of £2,400,000. British trade fell £65,000, while the trade of all other countries increased more or less. Germany increased her trade in this line to over £1,000,000, an increase of £80,000, while Japan has doubled hers in two years, totalling £250,000 in 1905. Japan's trade in china and earthenware is increasing steadily, and, says H.M. Consul, is going to cut into the sale of the cheap German goods that have taken the market from the British earthenware. There is a demand for good china, and British manufacturers whose names and trade marks are known to the public do a good business, but manufacturers not yet known could break into the market and also do good business by making concessions in price so as to get the retailers to push their wares. When a British manufacturer or merchant sends samples to his agent here, he will find it more profitable to send a full line of his goods, even if the primary expense is greater. A manufacturer of china or earthenware should not send sets consisting of one of each size or shape, because, if they do not succeed in the market and he wishes to realise something on the samples, he can get little or nothing for them, whereas had he sent half a dozen of each he would probably have realised nearly the full price.

The Glass Products manufactured in the United States in 1905 were valued at $65,000,000.

AMONGST SUBURBAN DEALERS.

(By a "Pottery Gazette" Special Commissioner.)

(*Continued from page* 1051.)

CHISWICK.

An attractive shop well stocked with glass, china, and earthenware, furnishing ironmongery, brooms, brushes, linoleums, mats, and other household requisites, is **Smart's Stores,** 248, High-road, Chiswick. It has a double front, and one window is devoted to a nicely arranged selection of pottery and glass, more particularly of the useful descriptions. In the other window there is a selection from the other departments. The business has been established about seventeen years, but has been in the hands of Mr. J. G. Filleul, the present proprietor, about twelve years. Mr. Filleul caters for a middle-class trade in household china and glass, and keeps a good stock of useful things in everyday demand. He finds that there is a growing inclination on the part of the public to be content with inferior goods; the price is the first consideration rather than quality. To meet this condition he has to keep some foreign goods. At the same time he complains of the free importation of things that can be made in this country. He would like to see his customers preferring English made goods, and says they would do so if a duty was put on foreign productions. This is why he wants Protection. It is sometimes said the individual trader is dying out, and the stores are taking his place. To a great extent this is true, but in the case of Smart's Stores there is little doubt that it is the individual control of the proprietor that keeps the business together. Mr. Filleul is in personal touch with his regular customers, and this goes a long way in any business.

Seeley's Domestic Stores, 87, Fanconberg-road, Sutton Court, is another instance of a dealer who does not rely altogether on pottery and glass. I have remarked upon the number of residential flats in the neighbourhood. There is no doubt that this phase of modern life has had a material influence on modern shopkeeping. People who live in flats buy their supplies, as a rule, in smaller quantities. Since the retail dealers are asked for smaller quantities, they make up for it by stocking a great variety. Seeley's Stores keep a good selection of the less expensive varieties of china and glass, but they keep other goods as well, and make a special feature of mantles for gas burners. Of these they keep a large assortment.

ACTON.

The habit suburban authorities have of duplicating, triplicating, and sometimes quadrupling the names of places must be very confusing to strangers; it is puzzling even to London people who do not visit the places very often. Just as I found Ealing, Ealing (North), Ealing Common, Ealing (West), and Ealing (South), so I found Acton, Acton (North), Acton Green, Acton (South), and Acton (West). These are not different sections of one place, but are separate Actons. The whole district has undergone great changes within the last fifteen years. It is still a pretty neighbourhood, but must have been a delightful rural district before the demand for "more houses" for London became so imperative. Lovers of Nature always feel grieved when they see streets covering what used to be fields and lanes. It will, however, be admitted that if we really must have houses instead of hedgerows, the London builders have given us some very pretty ones, even if they do err in the matter of sameness. Acton is linked with London on one side, and with many of the districts surrounding it by the now ubiquitous electric tramcars. It is impossible to overrate the convenience of this method of travelling, and even retail dealers, who complain that the cars rush people past their doors who would otherwise walk past their shops, appreciate the advantages of electric traction.

Mr. W. C. Roberts, glass and china dealer, 45 and 49, Churchfield road, Acton, has seen some great changes since he first commenced business in the district. He says that so recently as thirteen years ago there was no other pottery and glass shop in the neighbourhood but his. Now there are not only other china shops, but china and glass can be bought from a number of vendors of other commodities. Mr. Roberts met the difficulty in a very practical manner. He added other goods to his stock, and now he supplies groceries, oilmen's sundries, and practically every ordinary household requisite. He has a good selection of pottery and glass, suitable for a medium-class trade. The requirements of middle-class families are pretty much the same, the variations being, to a great extent, a question of price. Mr. Roberts has adapted his stock to the class of residents around him. He keeps some good lines at moderate prices and some better goods as well. He, however, says, there is not now the sale for the best goods there was when he first went to Acton. His customers favour the cheaper grades. I do not know whether he applied the remark to his other departments, but he said the public generally do not now take so much pride in having choice services of china and glass. They will select something attractive when they see it, provided it is reasonable in price; but really good "best sets" are not treasured as they used to be.

Scorer Brothers, 247, High-street, Acton, have recently taken over the business belonging to Mr. T. L. Beardon. I understand Mr. Beardon is still managing the shop, but he was not there at the time of my visit. The business is called the "Acton Household Stores," which is an index to the class of goods stocked. These include china, glass, earthenware, brushes, cutlery, ironmongery, and fancy goods. The shop is in a good position for business, in the principal thoroughfare. I am sorry I did not happen to meet Mr. Beardon.

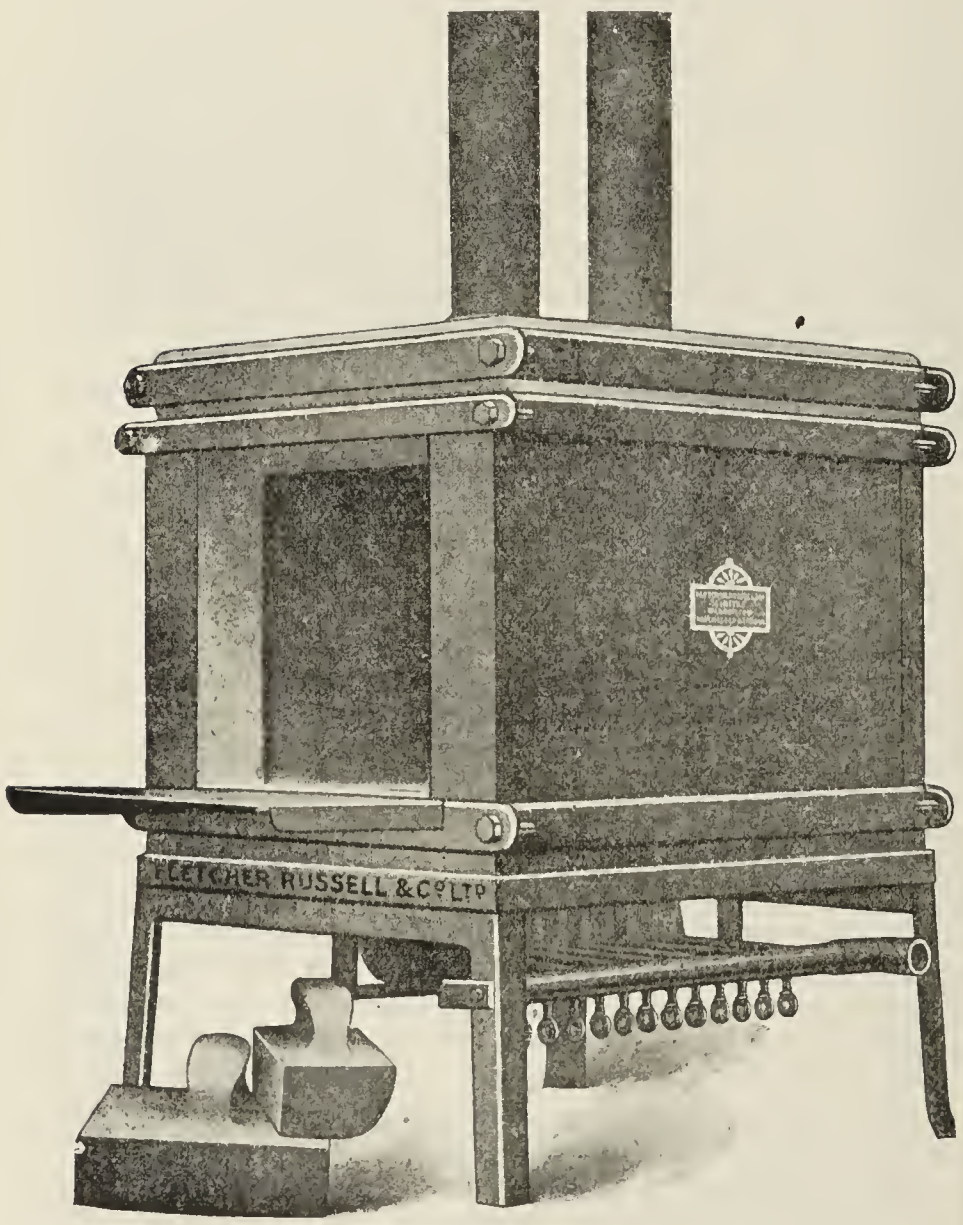
Mr. Fred A. King, 155, High-street, Acton, has an extensive and well-stocked shop. This idea of the premises is not gathered from the window, which does not give an adequate indication of the large stock of goods displayed within. In addition to an ample selection of pottery and glass of all sorts and at reasonable rates, there is a good supply of general useful domestic stores. The premises extend some distance in the rear of the shop proper. This extra space is not altogether in connection with the distributing business. Mr. King makes a special feature of his hire department, in which he does a good business. He not only supplies pottery and glass goods on hire, but cutlery and other requisites for picnics, supper, dinner, and other parties. At the time of my visit the assistants were cleaning some large urns which were to be sent with other things on loan the following day. The business has been established about ten years, and has grown with the development of the neighbourhood. A very heavy stock of pottery and glass is carried, and the large front shop has these goods well displayed.

The Misses M. and A. Moore have a bright-looking shop at 116, Churchfield-road. This is a bona fide china and glass shop. As I do not intend any disparagement of other shops, perhaps I should say the business here is exclusively in glass, china, and earthenware. The Misses Moore do a high-class trade, and their daintily arranged shop is in every way calculated to encourage it. The stock includes a judicious selection from the best makers. The ladies understand the art of arranging their goods in an attractive manner. The appearance of the window is inviting, and that is what cannot be said of many windows in our

trades where five times the quantity of goods are shown. They have been established for about six years, and appear to do a very select trade, largely amongst regular customers. I have always maintained that the retail selling of high-class porcelain and glass is eminently suitable for ladies. I have noticed in various parts of the country that shops under the sole control of ladies are always more effectively arranged than those managed by men. Of course, I am speaking now of the better classes of goods. The Misses Moore, in addition, stock good medium qualities in toilet, dinner, tea, and breakfast ware and fancy lines, but they do not keep the very low-priced goods.

THE GAS FIRING OF KILNS.

WHEN the advantages of cleanliness and convenience obtained by firing potters' kilns by gas instead of by coal are considered it is matter for surprise that the method has not been more extensively adopted in Staffordshire. The question seems periodically to excite considerable interest for a time, and then it is dropped. About three years ago the Gas Committee of the Burslem Town Council suggested that a potters' kiln should be provided at the gasworks for the purpose of experimenting with gas for firing pottery. The Gas Manager submitted an approxi-



MUFFLE FURNACE.

mate estimate of the cost of such a kiln, but the further consideration of the matter was deferred to a future meeting. It was mentioned that the Council had agreed to contribute £100 towards the cost of a joint experiment by the Councils of Stoke, Hanley, and Burslem; and it was decided to postpone any experiment at the sole cost of Burslem until that joint experiment had been made. We are not aware that the joint experiment has been made. Several private firms have, however, experimented in the direction on their own account and with reported success. We now learn that at the Longton Corporation Gasworks some experiments have recently been made in firing enamelled china by gas. The Longton Gas Company are enterprising. They have reduced the price of gas for firing kilns, and for motive power, and have installed a small kiln for the purpose of showing that it is both practicable and economical to use gas for firing potters' kilns. Recent experiments carried out under the supervision of the manager of the Gasworks are favourably reported upon. The kiln in use is one of the specialities of Messrs. Fletcher, Russell & Co., Ltd., of Warrington, who have given much attention to the production of furnace appliances. Several manufacturers have submitted ware for firing in order to ascertain the effect of the process on special colours of their own. The company have perfected a series of muffle furnaces for enamelling, glass painting, china painting, &c. They claim that the whole length of these can be utilised for the most exact work. We give an illustration of a muffle furnace for firing pottery glazes and colours, and for enamelling and annealing. This is the type of furnace used at the Royal College of Art, South Kensington, and at several porcelain works. There are stock sizes of these, but special sizes and shapes can be supplied to order. When exact temperatures are required a pressure governor is supplied which, besides preventing the waste which constantly arises from irregular gas pressures in the mains, secures an absolute precision of temperature. When by the use of a pyrometer manufacturers have ascertained the heat required for firing particular colours, the furnaces supplied by the company enable them to obtain that heat with exactitude.

Of course, there is a vast difference bstween the firing of a pottery kiln and a pottery oven; but there is reason to think that before long the latter may also be fired by gas. We have not the great advantage of natural gas, but as the supply of coal gas for industrial purposes on reasonable terms seems assured, its application to the firing of pottery, with all the advantages of cleanliness, convenience, and accuracy, cannot long be delayed.

Our Trade with the States.—We read in an American journal that English china is moving with unusual spirit now that nearly all of the travelling salesmen are covering their routes. The call for earthenware from the British factories is somewhat slow in comparison.

Producer Gas from Peat. — Some interesting experimental work has recently been carried out in practical tests of machine peat as a producer gas fuel at the U.S. Geological Survey coal testing plant at St. Louis on a carload of peat from Massachusetts and another from Florida. The former consisted of part raw and part machine peat, and both kinds were tried in the producer, but the quantity of peat was not sufficient for a thorough test. Although there were many large fragments of wood in the peat, that part which was machined proved to be an excellent producer fuel, making a gas of high calorific power and of even composition. This test was regarded as quite satisfactory; but when raw peat was tried the work of the producer was not satisfactory, for the peat, although dry, burned only when it came in contact with the shell of the producer, and thus the quality of the gas was spoiled. The second trial was made on a car of machine peat from Orlando, Fla. This gave excellent results, regarding both calorific power and regularity of composition of the gas, also ease of firing.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS). FOR AUGUST, 1906.

	Quantities.				Value.			
	Month ended 31st August.		Eight Months ended 31st August.		Month ended 31st August.		Eight Months ended 31st August.	
China or Porcelain, and Earthenware.	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany ..... cwts.	4,979	4,737	34,410	42,730	£5,481	£6,372	£44,446	£51,154
,, France ..... ,,	2,862	10,501	36,799	40,229	5,394	4,065	42,133	40,410
,, United States of America ..... ,,	35,714	42,970	286,554	320,834	43,430	58,028	346,981	378,848
,, Brazil ..... ,,	8,805	15,047	78,299	99,794	8,122	11,025	59,364	78,456
,, Argentine Republic ..... ,,	16,378	32,700	244,970	298,777	9,101	14,501	86,742	117,955
,, British South Africa ..... ,,	16,807	19,804	172,917	154,870	12,897	10,567	91,650	79,833
,, British East Indies..... ,,	16,889	19,351	176,854	194,520	13,187	13,744	91,834	103,580
,, Australia ..... ,,	11,037	24,520	93,521	112,564	14,064	19,719	105,139	115,628
,, New Zealand ..... ,,	5,162	8,424	38,723	42,107	7,361	14,852	48,134	58,958
,, Canada ..... ,,	28,806	27,922	170,096	197,962	21,241	22,265	129,070	157,674
,, Other Countries ..... ,,	61,774	71,438	464,611	601,697	48,698	51,433	323,242	365,006
Made up as follows:								
Porcelain, Chinaware, and Parian .. ,,	1,442	2,559	15,559	16,795	14,623	21,632	97,666	104,019
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	105,956	125,538	765,890	875,289	133,332	160,457	942,617	1,089,080
Jet, Rock'm, and Glazed Terra-cotta ,,	128	98	2,591	793	154	217	3,350	1,506
Red, Stone, Brown and Yellow Ware ,,	86,921	134,578	916,202	1,105,068	21,509	25,811	195,004	212,061
Other Sorts (including Electrical and Chemical Ware) ..... ,,	14,766	14,641	97,542	108,139	19,358	18,454	130,098	140,836
Glass.								
To British South Africa.....value £	—	—	—	—	83,950	7,674	707,676	57,051
,, Other Countries ..... ,,	—	—	—	—		98,835		775,459
Made up as follows:								
Plate Glass ..... cwts.	9,939	9,703	76,691	88,045	12,516	14,648	104,405	130,949
Flint Glass ..... ,,	4,466	6,467	40,896	40,149	16,357	21,227	124,045	130,008
Glass Bottles ..... gross	47,790	65,622	417,707	493,827	31,913	42,086	270,836	313,277
Glass Manufactures, other sorts.... cwts.	25,587	31,350	231,902	294,794	23,164	28,548	208,390	258,276

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR AUGUST.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian.. cwts.	4,378	4,816	32,574	32,518	£19,231	£21,359	£143,696	£156,126
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	26,041	24,903	220,906	211,010	51,330	50,446	412,734	411,655
Jet, Rock'm, and Glazed Terra-cotta ,,	12	57	379	6,846	97	197	933	2,235
Red, Stone, Brown and Yellow Ware ,,	266	1,801	5,728	22,502	189	625	4,198	6,344
Other sorts (including Electrical and Chemical Ware) ..... ,,	1,288	2,297	10,081	15,529	2,217	3,812	14,426	22,955
Window and German Sheet Glass ,,	122,453	103,736	696,179	924,550	73,903	59,932	414,021	520,551
Plate Glass ..... ,,	31,291	39,073	300,244	264,687	40,895	51,271	364,082	344,764
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass ,,	72,465	76,150	498,653	546,883	117,600	114,680	827,417	871,489
Glass Bottles..... gross	124,303	120,044	1,019,900	1,007,452	51,612	51,862	416,489	420,654
Glass Manufactures, other sorts.... cwts.	5,660	3,329	56,439	31,377	10,534	6,196	104,716	47,950

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR AUGUST.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian ... cwts.	1,651	1,101	13,595	11,038	£5,106	£4,584	£51,086	£47,513
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ,,	1,833	499	14,713	4,375	4,034	1,122	29,684	9,991
Jet, Rock'm, and Glazed Terra-cotta ,,	—	—	9	38	—	—	55	157
Red, Stone, Brown and Yellow Ware ,,	10	—	31	405	24	—	77	855
Other sorts (including Electrical and Chemical Ware) ..... ,,	7	2	59	71	100	2	239	371
Window and German Sheet Glass ,,	668	388	5,265	11,301	393	228	3,028	5,967
Plate Glass ..... ,,	735	592	3,994	2,234	986	565	5,669	3,122
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ,,	4,054	677	33,956	12,644	7,941	1,192	69,021	25,475
Glass Bottles ..... gross	1,991	3,433	16,926	17,706	991	2,076	8,274	10,665
Glass Manufactures of other sorts .. cwts.	683	379	7,191	4,553	1,634	1,176	18,160	11,304

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, July 26 to August 25, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to August 25, 1906. Packages.	Corresponding period, 1905. Packages.
To Boston	523	265	4,826	4,069
,, New York	651	624	4,099	4,511
,, Baltimore	1,199	916	9,662	8,170
,, Philadelphia	69	57	859	643
,, New Orleans	389	208	2,792	2,588
,, Newport News	213	66	976	667
,, San Francisco	258	149	1,149	734
,, Portland, Me.	87	9	595	334
,, Galveston	365	99	978	650
,, Portland, Or.	35	42	688	347
,, Inland Points	878	603	8,182	10,057
Total	4,667	3,038	34,806	32,770

STAFFORDSHIRE POTTERY CLASSES.

Distribution of Prizes.

ON September 19, the annual distribution of prizes to students of the Pottery Classes took place at the Town Hall, Longton, Mr. George Blair, of the County Council, presiding. Professor H. E. Armstrong, Professor of Chemistry at the Central Technical College of the City and Guilds of London Institute, South Kensington, who had promised to present the prizes, was accompanied on the platform by a number of well-known gentlemen interested in pottery, as manufacturers or scientists. The chairman pointed out the value of Technical Schools and classes, and said he hoped manufacturers in the future would see the advantage of employing those who, by perseverance and hard work, had made themselves thoroughly acquainted with the science of pottery. Dr. Mellor read his annual report, in which he paid a high compliment to Mr. W. Burton on the tact and kindness displayed by him as an examiner. After discussing the matter with Mr. Burton, it had been decided to institute a *viva voce* practical examination for the honours men. He expressed his pleasure that the County Education Committee and the Hanley Education Committee are to help the pottery manufacturers in every conceivable way. Educationists, of course, see one side, manufacturers another. Both are working towards the same goal, and when all have learnt to pull together the coming generation will achieve results which will bring joy to the hearts of their fathers.

Mr. W. Burton read the report of the joint committee of the Allied Manufacturers' Association upon the work sent in competition for the special prizes offered by the joint manufacturers. Mr. Burton said he had much rather the report had been read by Mr. Bernard Moore. They all recognised Mr. Moore as the greatest potter of our day in England. But the report represented the opinions of Mr. Moore and the other members of the special committee. The report said :—

"In judging the work that was sent in the committee had to bear in mind two facts : (1) That the scheme was an entirely novel one and could only be regarded as something in the nature of an experiment ; (2) that in a year it was not possible for the students to make an exhaustive study of some of the subjects. After making all allowance for these facts, the committee have still to express their regret that most of the work sent in was not of the nature they expected. . . . The committee have in conclusion to report that they considered one of the papers sent in bore such evidence of sound methods and work that, although it was incomplete, they have pleasure in awarding it the prize of £10. This was for a paper on the question of 'Saggars made from local marls,' sent in under the *nom-de-plume* 'Fireman.'"

The Chairman announced that the student who had competed under the *nom-de-plume* of "Fireman" was Mr. Stephen T. Wilson, Duke-street, Fenton, a student at the Longton classes. Mr. Wilson was cheered as he went to the platform to receive his prize. Mr. Burton personally congratulated Mr. Wilson upon his success.

Future Competitions.

The following were announced as subjects for future competition :—

Subjects for 1906-7.

(a) The best investigation on the causes and cures of the scurf or scum which frequently occurs on the edges of plates, &c., on drying. (b) The best investigation of the cause and cures of a defect arising on glazed surfaces, especially earthenware during the enamel kiln fire, which causes such defective pieces to take a streak off silver ware. (c) The best investigation of methods for the economic production from local materials of durable saggars. (d) The best way to obtain china slip free from bubbles.

Subjects for 1907-8.

(a) The action of commercial bedding flint upon English china body at biscuit oven heat. (b) The causes and prevention of "spitting out" in the enamel kiln. (c) The production of a clear glaze without milkiness, yellowness, or greenness. (d) The composition and preparation of a glaze free from lead or other toxic compounds, having the widest range of adaptability to ordinary earthenware or china.

The prizes were then distributed and Professor Armstrong delivered his address on "The Message of Pottery," the full report of which is held over for lack of space, and will appear in our next issue.

Pottery Decoration.—In commenting upon the National Competition of Schools of Art, a writer in the "Studio" refers to a set of glazed tiles in majolica, the work of Mr. Machin, of Burslem, to whom the examiners have awarded a gold medal. The treatment is purely conventional, masses of richly covered floral ornament in two shades of greenish-blue, skilfully contrasted with the plain spaces of the background. All the outlines in this pattern, as also in the next described, are of moulded relief, with slightly sunk matrices or casements between, somewhat after the principle of champleve enamel work.

MINING ENGINEERS IN THE POTTERIES.

THE annual meeting of the "Institution of Mining Engineers" was held at Hanley a fortnight ago, and the members dined together at the Grand Hotel on September 12. Mr. Arthur H. Heath, President of the North Staffordshire Institute, was in the chair, and was supported by a number of gentlemen, including Sir Lees Knowles, Bart., President of the Institution. In replying to one of the toasts with which his name had been coupled, Sir Lees Knowles referred to the visit of the members to the famous works of Josiah Wedgwood & Sons, Ltd., Etruria, where they were welcomed by Mr. Frank H. Wedgwood, on behalf of the company, and were shown round the works and Museum.

In replying to another toast, Dr. Wheelton Hind said that "North Staffordshire was not deserving of the calumnious statements which had been made concerning it, and he welcomed to the district men of education who would for themselves see things as they actually were. They had just heard that the members of the institution had been surprised with the healthy appearance of the workers at the factories. Members of the medical profession were paid the sum of 2s. 6d. per head for every case of lead poisoning they saw in their practice. He had been for twenty-three or twenty-four years practising in this district, and how many half-crowns did they think he had earned in the last six years? If he had earned one it was the lot. That was to say that he had seen one case of lead poisoning in the district during the last five or six years. All the other statements made about this district had as much foundation in fact as those about lead poisoning."

The members also visited the works of "Cauldon, Ltd.," (late Brown-Westhead, Moore & Co.), Stoke-on-Trent, and were conducted round that very interesting pottery. The gentleman who proposed a vote thanking the directors for their courtesy in permitting the Mining Engineers to inspect their works, took the opportunity of saying that he had been particularly impressed, both at these works and at those of Josiah Wedgwood & Sons, Ltd., with the intelligence of the workpeople, the alertness with which they replied to questions put to them, and their general appearance of cleanliness and prosperity. This was very different to what was met with in some of the larger manufacturing towns of Lancashire and Yorkshire, The speaker went on to say that he could not understand the attacks which had been made on the district by some of the London papers, which had so greatly disparaged the inhabitants.

Another party of the Mining Engineers paid a visit to the works of Mintons, Ltd., at Stoke-on-Trent, and there also the process of pottery manufacture was shown and explained. In the fine show rooms the visitors spent some time in inspecting the finished productions of the company displayed there.

A considerable number of the members visited the famous pottery of Doulton & Co., Ltd., at Burslem. They were welcomed by Mr. J. C. Bailey, and were escorted round the works, artists' studios, and decorating shops, in two parties. They were shown the entire process of manufacture, from the raw material, to the finished ware in the packing room, ready to be sent out. Naturally the artistic section came in for most attention and admiration. Our readers are familiar with the high-class productions of the firm, the inspection of which was probably a new and fascinating experience for the visitors on this occasion. Before leaving they expressed their appreciation of all they had seen, and their thanks for the attention shown them.

THE FELDSPAR AND CHINA CLAY DEPOSITS OF THE PYRENEES.

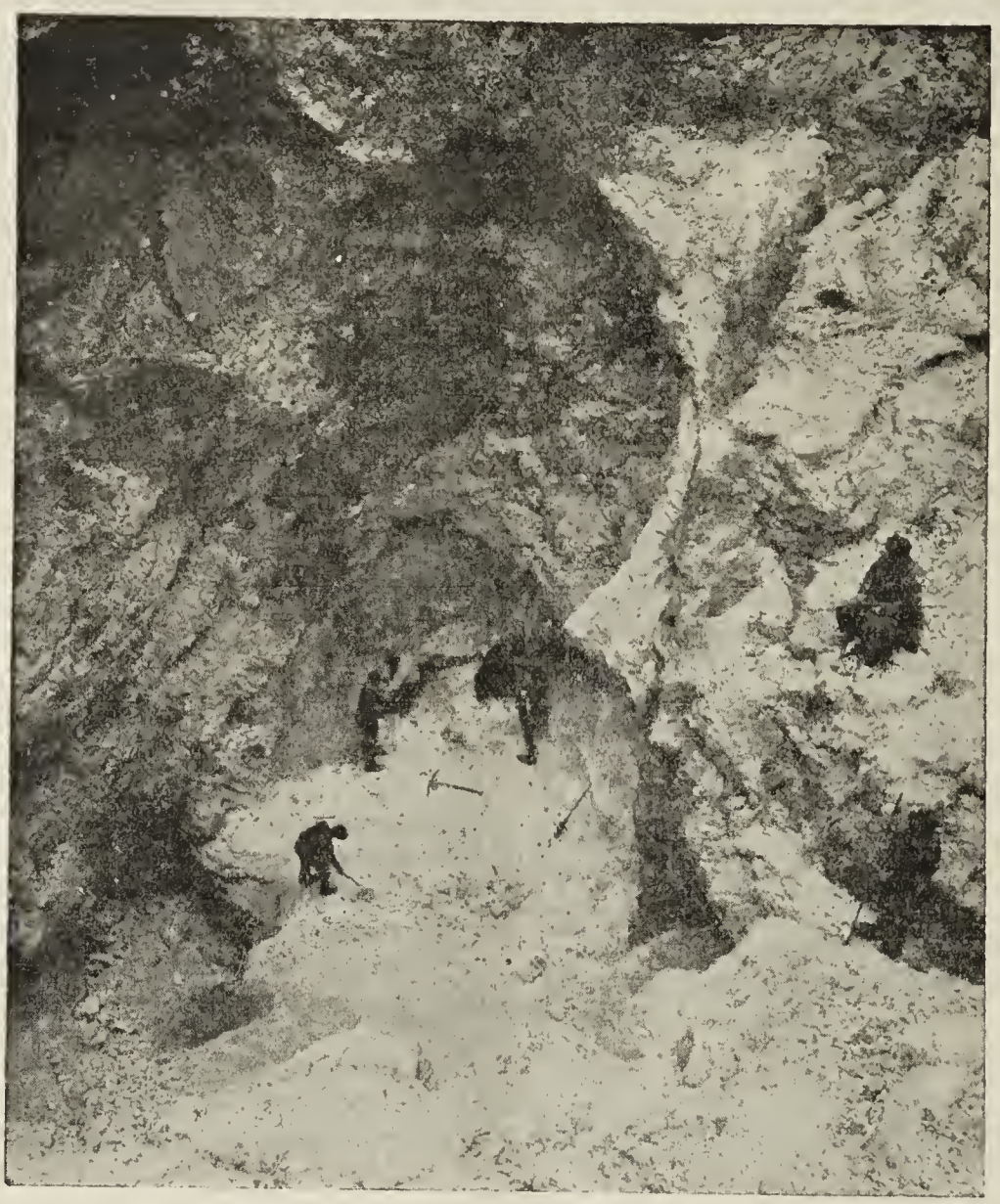
(SPECIALLY TRANSLATED FOR THE "POTTERY GAZETTE.")

FELDSPAR, as is well known, is a material formed by the disintegration of eruptive rocks, granites or gneisses, through atmospheric or other agencies. The typical composition of feldspar is represented by the chemical formula $6\ SiO^2Al^2O^3K^2O$ or the percentages, silica 64·88; alumina, 18·29; potash, 16·83. In another variety, soda takes the place of potash, the formula being $6\ Si\ O^2Al^2O^3Na^2O$, and the percentages, silica, 68·57; alumina, 19·62; and soda, 11·81. The origin of feldspar accounts for its occurrence in mountainous regions, which are always formed of primary eruptive rocks, granite, gneiss, porphyry, &c. About the year 1850 a deposit of feldspar was discovered on the lands of the commune of Louhossoa in the department of the Lower Pyrenees, in France. A quarry was opened, but after three or four years it was abandoned as being worked out. Three years ago the old quarry, which had been neglected for half-a-century, was again examined, and by driving galleries into the mountain a new deposit was discovered much more extensive and of greater purity than that which had already been extracted. The product was found to be more and more pure in proportion to the distance from the surface, the reason assigned for this fact being that it was protected from external contaminations.

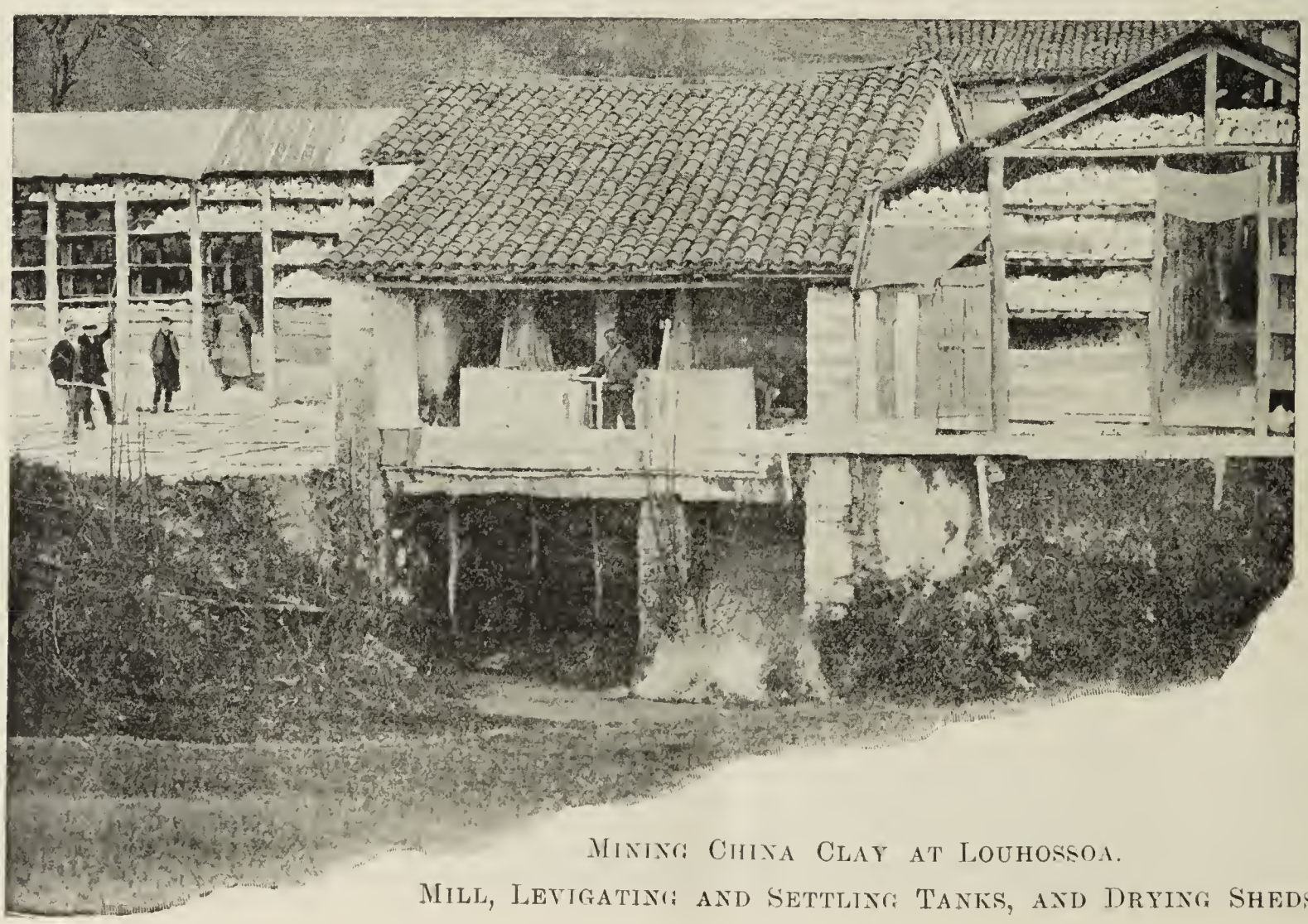
The feldspar of Macaye and Louhossoa, commonly known as Bayonne feldspar, is celebrated for its purity and its special composition. M. Vogt, the director of the state pottery at Sèvres, says in this connection: "These feldspars are rich in alkalies, they produce a very fine milk-white body, and they have the advantage over most other feldspars of being easily reduced to powder." In consequence of the tests and analyses made by M. Vogt, the Sèvres manufactory adopted last year the use of Bayonne feldspar for pastes and glazes. It is also employed at Limoges and in other leading French potteries. The results obtained by M. Vogt were as follows:—Silica, 64·88; alumina, 19·56; potash, 11·04; soda, 3·33 lime, 0·36; magnesia, 0·08; oxide of iron, 0·08; phosphoric acid, 0·08; sulphuric acid, 0·08; loss in firing 0·67. Another analytical chemist, M. Campredon gives the percentages as:—Silica, 64·75; alumina, 20·76; potash, 10·45; soda, 3·18; lime, traces; magnesia, 0·12; oxide of iron, 0·24; phosphoric acid, 0·08; sulphuric acid, traces; loss in firing, 0·50. These analyses harmonise well, and compare favourably with the theoretical figures given at the commencement of the article. They show that the feldspar of Louhossoa is a mixture of potash (orthose) feldspar and soda (albite) feldspar in the proportion of about 70 per cent. of the former to 30 per cent. of the latter. A brief account of the method of exploiting the deposits at Louhossoa may be given here, continues "La Ceramique" from which we quote. The work is carried on both within the mountain and from outside, the outside working being a continuation of the old quarry. A subterranean passage has been driven a few yards downwards from the platform in the open air and this serves as an exit for all the material extracted. The chief subterranean gallery passes through a fine mass of very pure feldspar; other galleries open from this and are used when the weather is too severe for outdoor work. The rock is very friable and is easily mined in large quantities. When loosened it is washed, sorted and sifted ready for delivery. The product of the exterior operations is often impure owing to mixture with the surrounding soil, vegetable matter, &c.; this, in particular, needs carefully washing. Sometimes, too, the rock is stained by the percolation of

rain water bearing foreign substances in suspension. In some parts of the quarry the feldspar is found to be mixed with quartz and in others with mica. The mica is picked out, but the mixture of quartz and feldspar is sold as pegmatite. At present the product has to be taken to the railway by ox carts over very bad roads.

The exploiting of the china clays (kaolin) of this district, was also of importance at one time, but had been entirely discontinued. Production was recommenced three years ago, in spite of certain difficulties which prevent it being carried on very extensively. Although the deposits are rich, they contain so many other substances that the expense of sorting is almost prohibitive. The clay is mined in subterranean galleries and carted from the quarry to a mill where it is ground and levigated in large tubs; the quartz and other impurities remain in the tubs and the liquid clay is run through troughs where it deposits most of the very fine sand which is mixed with it. It is then left in settling tanks and after a time the water is drawn off. The clay is made up into blocks and dried under cover. The china clays of Louhossoa are white and pinkish in colour, but only one variety is placed on the market, its composition being (per cent.) silica, 44·50; alumina, 39·16; oxide of iron, 1·24; magnesia, 0·14; potash, 0·56; soda, 0·22; loss in firing, 14. The presence of oxide of iron prevents this clay from showing a satisfactory whiteness after firing. It is intended to separate the pink from the white by levigation. The clays are very plastic, but the pink variety takes a yellowish tint on firing, which renders it unsuitable for use in porcelain or faïence pastes. The white, however, is said to be of good colour and to give satisfactory results when fired.



A Feldspar Quarry in the French Pyrenees.



Mining China Clay at Louhossoa.
Mill, Levigating and Settling Tanks, and Drying Sheds.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Mr. W. Biggs, china and glass merchant, has opened premises at 641, Romford-road, Manor Park, E.

Mr. H. Sims, china and glass merchant, has acquired the premises, 44, Woolwich-road, East Greenwich, S.E.

Mr. H. F. Wilkinson, china and glass merchant, has relinquished the business at 595, High-road, Leytonstone, E.

Mr. J. W. Petts, china and glass merchant, has recently opened premises at 17, Blackwall-lane, East Greenwich, London, S.E.

Mr. J. T. Robinson, china and glass merchant, has relinquished the business at 21, The Broadway, Lea Bridge-road, Leyton, E.

Mr. M. Brown is opening a wholesale and retail glass, china, earthenware and fancy goods business at 66, High-street, Methil, Fifeshire.

Brown & Mackay, china and glass merchants, who are relinquishing the retail business, announce their intention of shortly vacating the premises, 3, Fenchurch-street, E.C.

Mr. Oswald George Meatyard, of Ambleside, who died on May 4 last, left estate worth £1,292. Mr. Meatyard had been connected with the Stourbridge Glass Trade since 1871.

Trade Exhibition.—At the "Confectioners' and Bakers'" and "Grocery and Allied Trades" exhibitions, both held last month at the Agricultural Hall, there was only one stand devoted to pottery and glass. That was by a provincial dealer.

The Local Government Board have written to the Camberwell Guardians stating they do not see sufficient reason for the continuance of the present system of purchasing crockery without in the first instance advertising for sealed tenders.

A Charter for Stourbridge.—A Committee of the Stourbridge Urban Council has been formed for the purpose of considering and reporting upon the desirability of petitioning His Majesty's Privy Council for a charter of incorporation for the town.

Pottery Engravers' Union.—Mr. Enoch Edwards, M.P., delivered an address on "The Principles of Trades Unionism" before the Operative Pottery Engravers' Trade Union, on the 24th ult. Mr. Cartwright, secretary of the Society, urged upon engravers present to join the union.

An Engineering and Machinery Exhibition was opened at Olympia, London, on the 15th ult., and will remain open until the 17th inst. It is a representative display, showing the progress that has been made in engineering during the last few years. There are not any exhibits of machinery used in pottery manufacture.

Jena Glass Co., Ltd.—Registered capital, £1,000 in £1 shares. Objects, to carry on the business of manufacturers of glass tubes, gauge glasses, glass benders, blowers, bevellers, drillers, perforators, grinders, and polishers, glass case makers, &c. Registered office, 15, South-street, Finsbury-pavement. E.C.

A Fire occurred on September 15 in the shop of Mr. N. L. Porteous, china and earthenware dealer, Priestpopple-street, Hexham. The fire was discovered soon after closing hours, and was speedily extinguished, but not before considerable damage had been done. The damage to the stock of Mr. Porteous is estimated at about £180.

Amalgamation of Unions.—The three societies known as the "Hollow Ware, Sanitary Presses, and All-Clay Potters," the "Printers, Transferers, and Female Decorators," and the China Federation have been wound up, and their place has been taken by the "National Amalgamated Society of Male and Female Pottery Workers."

Company Liens Registered.—Eclipse Glass Works, Ltd., Clapton, N.E. Lien registered for £2,000 5 per cent. debentures, charged on the undertaking present and future. —Thomas Webb & Corbett, Ltd., Stourbridge. Lien registered for £500 6 per cent. second debentures, charged on the whole of the assets, subject to a prior issue for £1,000.

A Directory of North Staffordshire.—Our enterprising contemporary, the "Staffordshire Sentinel," announces that it is compiling an up-to-date Directory of the Professional and Business Classes of North Staffordshire. We understand that while the outlying districts will receive attention, the directory will more especially deal with the Potteries and Newcastle. The work is proceeding, but it will of necessity be some time before it is completed.

T. Burberry & Sons, Ltd., The Emporium, Basingstoke, have celebrated the opening of their new premises last month by producing a china loving-cup with three handles. Between the handles are printed views of the new and old premises and the inscription :—"T. Burberry & Sons, Ltd., Basingstoke. Business founded 1800. Destroyed by fire April 17, 1905. Re-opened August, 1906." Mr. R. Gutsell is the managing director of the company.

Wordsley School of Art.—The following students were successful in the examinations in glass manufacture held last May :— August J. H. Bohm, first class, honours grade, bronze medal and £2 prize; Frederick Noke, first class honours; Percy Scriven, second class honours; Norman Wilkes, second class honours; Frank Brooks, first class, ordinary grade, bronze medal and £1 prize; John H. Whitworth, second class ordinary. In the art section John E. Webb was awarded a bronze medal in the National Competition for designs for wine glasses.

Sunday Closing in France.—The "Continental Sunday" seems likely to lose one of its most distinctive features, as a strong Sunday closing is in active operation. It is supported by the weight of a new law, and "Le répos hebdomadaire" is advocated on posters and handbills, freely distributed. Very few shops, except those selling food and drink are now opened on Sundays. In one or two cases shopkeepers who have taken down their shutters have been mobbed. In one case the manager of a clothing establishment died of apoplexy, caused by the excitement of being hustled by a crowd of angry assistants.

Fires.—A fire was discovered, on Sunday, September 2, at Mr William Lowe's, Sydney Works, Longton. It is thought it arose in the neighbourhood of the glost oven. The damage to the building and to ware was considerable, but it was covered by insurance.—On the same day a fire occurred at the New Hall Pottery, Hanley. It is said that it was first noticed in the packers' loft and packing-house, but by the efforts of the firemen it was prevented from spreading to other parts of the factory. Later on another fire broke out in the same factory, caused, it is supposed, by the heat from the first fire passing through a hole in the wall.

War Office Contracts.—Manufacturers who may wish to be invited to tender for army requirements should address the Secretary, War Office, London, S.W., by letter, stating the particular articles which they manufacture, and the names at least of two well-known firms or public bodies who have purchased from them and are in a position to certify as to the quality of their productions. The services of an intermediary are necessary in approaching the department for this purpose. Tenders for specified quantities are invited from time to time as required. The articles specified include chinaware, earthenware and

glassware. Firms whose names are on the War Office list need not apply.

Recent Wills.—Mr. Robert Methven Heron, of the Fife Pottery, Gallatown, Kirkcaldy, of Messrs. Robert Heron & Son, left estate to the value of £25,334. The estate of John Green, of Park Villa, Newtown, Montgomery, china and earthenware dealer, has been valued at £7,690.—Mr. William Henry Goss, Stoke-upon-Trent, left estate to the value of £59,603. He bequeathed his collection of curios and antiques to the town of Stoke-upon-Trent, on condition that a suitable home for the collection is provided within six months. Otherwise, the collection goes to the borough of Hanley. His pottery business is left to his two sons, Victor Henry and William Huntley Goss, subject to the payment of annuity of £50 to their mother. The residue of the estate goes to all his children in equal shares.

Tenders Accepted.—Chelsea Guardians have accepted the tender at £96 5s. 1½d. of Atkinson & Co., for the annual supply of earthenware.——For supply of earthenware for Liverpool select vestry: Mr. E. Hand. The Farnham (Surrey) Board of Guardians have accepted the tender of Lintern & Peters, 14, The Borough, Farnham, for the supply of crockeryware.——Messrs. Atkinson & Co.'s tender (£96 5s. 1½d.) for the supply of earthenware has been accepted by the Chelsea Board of Guardians. ——The Holborn Guardians have accepted the tenders of Finney Bros., Clerkenwell-green, E.C., and Mr. W. Huntsman, Upper-street, Islington, N., for the supply of crockeryware.——For earthenware for the Guardians of Westminster Union, Finney Bros., Clerkenwell, E.C., £15 3s. 6d.

The Syllabus of Work in the theory and practice of pottery at the Staffordshire County Council Pottery Laboratory, Tunstall, is very well planned. It includes theoretical instruction in the preliminary, ordinary, and honours grade, with practical work in the two last named. Besides this there are to be special lectures on coal and gas firing. Students can enter for the competition of the Joint Committee of allied pottery manufacturers, as well as being trained for the City and Guilds examinations. The lectures are held at the Victoria Institute, Tunstall; the Wedgwood Institute, Burslem; the Sutherland Institute, Longton; Technical Schools, Stoke; and at the Higher Grade School, Hanley. They are under the capable direction of Dr. J. W. Mellor, D.Sc., assisted by Messrs. F. Turner, A. D. Holdcroft, and A. G. Richardson.

Death of Mr. H. Dakin.—Mr. Harry Dakin, of Wollaston, near Stourbridge, died suddenly under distressing circumstances. He was a glass cutter at Messrs. Stevens and Williams, and had been at work all the week until the Friday before the firm's annual excursion. He had intended joining it himself, but was taken seriously ill on going to bed the night before. Dr. Freer was speedily in attendance, and though all was done that could be done, Mr. Dakin died on Saturday morning about seven o'clock from cerebral hemorrhage. Mr. Dakin was only forty years of age, but led a very active life, and was greatly respected in the neighbourhood. He was a strong society man, and was president of the Wordsley branch of the Flint Glass Cutters' Society. He had been employed as a cutter for Messrs. Stevens & Williams for twenty-eight years.

Lead Poisoning.—The total number of cases of lead poisoning in all trades reported to the Home Office in August was 69, as compared with 86 cases in July. Of these 8 cases occurred in the pottery trades, as compared with 14 reported cases in July. There was no case of death from lead poisoning in the pottery trades in either August or July. The number of cases reported in the pottery trade during the first eight months of this year was 76, as compared with 69 cases in the first eight months of last year. During the eight months of this year there were two deaths from lead poisoning in our trade, and there were also two in the same months last year. Among house painters and plumbers there were 111 reported cases in the first eight months of this year, as compared with 89 reported in the same months last year. There were also 26 deaths from lead poisoning among them in the eight months of this year, as against 18 deaths in the same period last year.

The Pottery and Glass Trades Benevolent Institution.—The festival dinner, in commemoration of the twenty-fifth anniversary of the institution's foundation, will be held in London, on Tuesday, November 20, under the chairmanship of the President, R. P. Copeland, Esq., supported by J. Silvers Williams-Thomas, Esq., in the vice-chair. The recent election by ballot of annuitants has demonstrated both the great value of the institution and the urgent necessity of increased support being accorded its funds in order that the Board of Management may be able to relieve the ever-increasing number of applications for annuities and temporary assistance from necessitous members and the widows of members. We trust that the appeal now being made will meet with a liberal response, and that the result of the stewards' collections, to be announced at dinner, will constitute a record. Gentlemen willing to undertake the duties of a steward are invited to communicate with the secretary, Mr. A. J. Prickett, 6, Thavies-inn, Holborn-circus, London, E.C.

A Glass Showroom Burnt Out.—The London showrooms of Messrs. Stevens & Williams, of Brierley Hill, which are at 47, Holborn Viaduct, were entirely destroyed by fire on the morning of September 12. The building rises five storys high from the level of the Viaduct. The Capsuloid Co. occupy the floor level with the Viaduct, and Messrs. Stevens & Williams and their London agent, Mr. J. W. Walton, occupied the second floor. The former had a large collection of high-class cut glass goods, and the latter a heavy stock of useful and ornamental china. The outbreak took place between 8 and 9—after those who sleep on the premises had left—and before those who work there in daytime had arrived—so that, although the premises were burnt out in half an hour, no lives were lost. Mr. Walton had gone down to the works that morning. Messrs. Stevens & Williams were, of course, apprised by wire, and it was on arriving there that Mr. Walton heard of the fire. It says much for the enterprise and resources of the firm that on Friday morning—that is, only about fifty hours after the destruction of their rooms—we found Mr. Walton in a large room at the Viaduct Hotel, with an extensive assortment of new samples sent up from the works, nicely displayed. They thus did not lose the advantage of a single show day. They have taken temporary showrooms at St. Andrew's House, 3, St. Andrew-street, E.C., but hope to be in new premises, Bath House, 57, Holborn Viaduct, in the first week in November. They do not intend to return to their late premises. The City Coroner held an inquest on the 26th inst. into the cause of the fire. After hearing evidence from the superintendent fireman and others, the jury returned a verdict to the effect that the fire was accidental, though the actual cause was unknown. They added a rider to the effect that they considered the means of exit unsatisfactory, and that steps should be immediately taken for the safety of any occupants in case of fire.

Wisbech Pottery Shop Burnt.—On September 8 a fire broke out in the premises occupied by Collins, Clayton & Co., glass, china, and fancy goods merchants, Wisbech. The buildings consist of a large modern shop, with an office above, and three warehouses, packing-shed, and a brick-built paraffin store, abutting upon Castle-mews. The fire spread from the rear premises right through the showroom and shop, and into the large basement, which is also used

as a showroom. Slowly but surely it was subdued, but it was a long and fierce struggle for mastery. By midnight the warehouses and a paint shop at the rear of the premises of Mr. W. R. Girling, chemist, had been totally destroyed, and a fierce fire was still raging in Clayton & Co.'s shop and basement, which was very difficult to get at. As the jets from the engines hurled water into the shop and basement, the havoc amongst the stock was enormous, valuable china, ornaments,and fancy articles being knocked in all directions and reduced to fragments. It was one o clock on Sunday morning before the fire was really under control, but the flames kept breaking out from the great mass of smouldering debris, and water was played on the premises for some hours. The damaged buildings on Clayton & Co.'s premises include the shop (which was burnt out, but the flames were kept out of the offices above), and the basement, three warehouses and a packing shed, which were completely gutted, together with their contents, which comprised a number of crates of new goods that had arrived on the previous day and were intended for the Christmas trade. An oil store (containing about 80 gallons of oil), and a paint store on Mr. Girling's premises were completely gutted, as also a warehouse at the rear of Mr. A. W. May's shop (next to Cash & Co.'s). Cash & Co.'s premises were extensively damaged outside by the heat and by fire, and inside by fire and water; Mr. Gosling's premises on the left of Clayton's shop caught fire at the gable end and were badly damaged; the paint on the Congregational chapel was seriously insured by the heat, which also damaged the organ, and the rear of the Rev. J. Thomas's house was injured by the heat. The whole of the various properties and stocks are fully insured. The total amount of the damage is roughly estimated at between £4,000 and £5,000, but it will probably prove to be more.

Art Students' Work in Ceramics and Glass.—The inhabitants of the town of Batley had an interesting exhibition, in their fine new technical school last month. The display consisted of a selection of prize work in the great national competition organised by the Board of Education, there being about 200 examples of what can be accomplished not only by well educated art students, but by working men. Students of the schools of art in the Potteries which, as is well known, are doing such good work, take a high position, especially in original designs, seen here well carried out. Harold Brownsward, of the Hanley School, had been awarded a gold medal for a sundial in glazed terra-cotta, and intended as an architectural decoration. Another gold medallist was Francis Van H. Phillips, of Burslem. His exhibit is a corbel, modelled in glazed earthenware, remarkable for vigour of treatment. The work of great merit also by students of Burslem School of Art, attracted much attention. One example was a design for tiles in majolica, executed by William Sydney Machin, to whom had been awarded a gold medal. Frank Allen, a fellow student, was also an exhibitor, His design for majolica tiles was considered worthy of high commendation. Stoke-on-Trent School of Art was represented by Edward Penson, whose beautiful exhibit gained not a little admiration. Ruth Cartlidge, of Hanley School, silver medallist, exhibited a design for a pottery plaque. Frank Furnivall, Stoke-on-Trent, displayed service-plates bearing a beautiful decoration. From Blackheath School came two holders of bronze medals. One, Frances A. Baker, had a striking design for a Sgraffito vase, and the other, two for panels in Sgraffito for fire-places, rich in colour and broadly and effectively treated. In the same class the Burslem School had specimens of good work, viz., a glazed vase, by S. K. Cope, majolica tiles, by R. T. Cotterill, and Harold Wildblood; Sgraffito tiles, by James Skinner; and service-plates with raised decoration, by Harry Nixon. From Coalbrookdale there were exhibits excellent of their kind, namely, wall-tiles, designed by Charles Walker. Ethel Bulloek, of Blackheath School, exhibited a design for a Sgraffito vase, and Rowland Gill, of Bournemouth (Poole Hill), one for highly ornamental glazed tiles. Some designs for glassware by Fredk. Noke, of the Stourbridge School of Art, were warmly commended by visitors. He had been awarded a silver medal for goblets, tazza-shaped, and champagnes, vases, and finger-bowls. The exhibition at Batley closed on the 12th ult., and the whole of the exhibits, it was officially stated, were taken to Belfast, and are afterwards to be opened for public inspection at Warrington, and subsequently at Coventry.

Legal.

A Question of Liability.—In the City of London Court, on September 19, before his Honour Judge Rentoul, K.C., a case was tried in which Mr. George L. Gent, a wholesale china and glass merchant, trading as Gent & Sons, Holborn-viaduct, E.C., sought to recover the sum of £19 4s. 6d., balance of a long account extending over many years for china and glass supplied to the defendants, Amies & Co., John-street, Siddals-road, Derby. The case had been adjourned in order that Mr. George A. Dowse, of Caledonian-road, and Mr. A. O. Dowse, of Hillingdon, should be added as third parties, as it was said that they had held themselves out as partners of Amies & Co., and that they had incurred a liability for the plaintiff's claim. Mr. S. J. Lushington, plaintiffs' counsel, said that the case was quite out of the ordinary run. Amies & Co. had carried on business at 114, Pentonville-road for some years, and the plaintiffs had been supplying goods to them on the faith of the two Dowses having represented themselves to the plaintiffs' saleswoman, to whom the orders were given, as owning Amies & Co. The Messrs. Dowse had, therefore, by their conduct held themselves out as liable even if they were not in fact partners. When the proceedings were instituted against Amies & Co., letters were received from them on their own trade note heading admitting liability; but it was pointed out that Amies & Co. had been turned into a limited liability concern. There was a company of Amies & Regent, Ltd., of which both the Dowses were directors. The account sued for extended from September, 1905, to April, 1906; but dealings had been going on for years before that, and payments were made on account from time to time. The Dowses had held themselves out as owning Amies & Co., and were therefore liable for the amount claimed. Miss Joan Moriarty, plaintiffs' manageress, said that the orders were given by both the Dowses, acting on behalf of Amies & Co. She never heard that Amies & Co., who dealt in china and glassware for milk utensils, belonged to the Callow Park Dairy Co., Ltd. They had never given credit to the last-named concern. She was quite sure that the elder Mr. Dowse said he was Amies & Co., and she understood it from all their conversation and everything that happened. Bookkeepers having given evidence, Mr. G. A. Dowse, one of the defendants, said that he had been the managing director of the Callow Park Co. for ten years. The company bought the business of Amies & Co. some years ago, and had carried it on as a branch for the sale of china and glass utensils. In that way they sold goods to firms who would not have dreamed of doing business with them if it had been known that the business belonged to the company. That was why the fact was kept a secret, and why they did not put up the name of the Callow Park Co. on the premises. The company was now being carried

on by a receiver for debenture holders, and that accounted for the plaintiff trying to hit him and his brother. Mr. A. O. Dowse, the other defendant, said that he was manager of Amies & Co. for the Callow Park Co. He was sure they told the plaintiffs' saleswoman that they were giving the orders for the Callow Co. Judge Rentoul said that his sympathies were entirely with the plaintiff. He thought that it would be better if Parliament compelled people who bought a business such as Amies & Co. to state so publicly and distinctly. Mr. Lushington said that the Dowses had rendered themselves liable under the Companies Acts to a penalty of £50 for every order that they gave for Amies & Co., without clearly stating that it was for the Callow Company. Judge Rentoul said it was not pretended that it was the highest morality on the part of Amies & Co. to be trading in that name. The case was certainly important, and apparently the Dowses had made themselves liable to the penalty mentioned. He had not to decide that; but he would give judgment for the plaintiff for the sum claimed against "Amies & Co.," whoever that might be, and for the plaintiff for two guineas against the Dowses, with costs on the higher scale, and leave to appeal.

Earthenware, Glass, &c., to the value of £64,000 were imported into Natal during the first half of the current year, being £5,000 less than in the corresponding period of 1905.

Prices of Old English Porcelain.—At Christie's recently a pair of Worcester vases, painted with exotic birds and flowers, 15 in. high, were sold for 400 guineas. A tea service of similar ware, comprising thirty-seven pieces, painted with exotic birds and insects, made 340 guineas; another set of twenty-two items, painted with fruit, and marked with the Dresden crossed swords in blue, changed hands for 310 guineas; 300 guineas was paid for three encrusted Bow vases, with covers formed as bouquets of flowers; and a pair of large Chelsea vases, each painted with a Teniers subject, fetched 280 guineas.

Pottery Prospects in Brazil.—The U.S. Consul General reports from Rio de Janerio that there is a good opening for the establishment of a porcelain factory in that part of Brazil. He says a short time ago a Government licence was issued for the formation of a company with a view to establishing a pottery plant in or near Rio de Janeiro, and the matter was thoroughly investigated. Several large beds of first-class clay were found near the city, some of them on the shore of the bay, where water transportation could be had at a minimum of cost. Locations of several deposits of kaolin of a very high grade are known, and the projectors of the enterprise have secured options upon them. The Government licence is in such terms as to almost mean a monopoly of the porcelain business. The project had for its particular object the manufacture of bathroom and sanitary appliances, but the discovery of clay beds of so high grade changed the plans somewhat. An attempt was made to secure funds for the enterprise in England, but so far the attempt has failed. Practically everything of the sort now used in Brazil is imported, and there is a good market for all such goods. Considerably over $1,000,000 worth of earthenware and china not enumerated in special classes in the Brazilian customs returns were imported last year. Of this amount Germany contributed one-third, Great Britain almost one-half, and France a considerable portion of the remainder. The United States sent practically none. A Brazilian establishment producing these goods will not only be favoured by location, convenient material, and transportation, but is also favoured by a tariff which is almost prohibitive in some lines at the present time, and which, doubtless, would be modified to meet the needs of an important industry once established.

THE FLINT GLASS MAKERS' SOCIETY.

IN our last issue we commented upon the remarkable circular issued by the executive of the Flint Glass Makers Society, and we reprinted that circular almost in full. We wish to consider this manifesto on the part of the workers in the most friendly spirit, but we confess it is somewhat contradictory. In one sentence the executive announce their intention "to maintain those cherished principles upon which our Union was founded," and in another they complain that some of their members are "restricting the proper development of the capable young men upon whom the future and salvation of the trade depends." The circular has naturally aroused a considerable amount of criticism. Perhaps the most pointed comment upon it is in the communication contributed to a Stourbridge paper by Mr. Congieve Jackson.

Mr. Jackson is the managing director of Thomas Webb & Sons, Ltd., Dennis Glass Works, Stourbridge, and it will be remembered that he had a serious conflict with his workpeople some years ago because their society would not let him do the very thing the executive now want done. Amongst other things Mr. Jackson says: "No one who has followed at all closely the history of the recent dispute in the glass trade of this district can have read without feelings of mingled amazement and regret the recent circular issued by the executive of the Glassmakers' Society—amazement at the remarkable change in the tone and general tenour of that document compared with former pronouncements of the society, and regret that such reasonable and fair-minded views did not find expression five years earlier." Mr. Jackson explains that in 1901 he contended for (among other things) (1) The right of the masters to promote young and deserving workmen; (2) the removal of all restrictions on output; and (3) a check upon the making of useless stock. Mr. Jackson says: "With regard to the first point, I urged that when a vacancy occurred, the master should have the right to promote a competent man in his employ, if he had one, and failing that, should be permitted to select from among the unemployed, the man, who, in his opinion, would best fill the situation. I pointed out that we had a number of footmakers who ought long ago to have had the chance of promotion, who, having learnt their trade in our factory, understood and could make our special class of work better than outside workmen; that we naturally took a greater interest in our own men, and wished to see them improving their position and pay; that the chances of promotion would engender a healthy spirit of emulation, and cause each of them to do his best to deserve it; whereas they now had to stand aside while men who had no claim upon the factory were sent to fill vacancies as they occurred." He reminds the society (and the public) of his views at that time of the "Unlimited System," and on the "Restriction of Stock-making," and he adds, "I ended by calling attention to the very serious condition of the society, and the alarming increase in the number of the unemployed, giving the figures as they were at the time, and summed up the matter thus: "Are you content to let things drift, while the foreigner takes more of your money every year or will you wake up before it is too late, and win back some of the trade you have lost? . . . . Our interests are absolutely identical. If our trade goes we all suffer together. Our only chance of saving what we have is to act in concert, and discussing our difficulties to find the best means of overcoming them; and having found those means to put them into operation without loss of time.'" Since then he

has been able to put his theories to a practical test, "with results which have more than justified his belief in their soundness." He now says: "I was, therefore, not a little surprised on reading the circular now issued to find so much of what I had advocated in 1901 being now officially approved by the men's executive." Mr. Jackson points out the altered policy of the Glassmakers' Society as indicated in the recent circular, and then says: "Had but the society been actuated by these principles a few short years ago, it is safe to say that the dispute which culminated so unhappily in 1902 would never have taken place; the funds of the society would have remained intact; all the loss and suffering involved in the struggle would have been obviated; and my own firm, at any rate, would have been enabled to expend some of the thousands of pounds which that dispute cost us in installing improved methods of heating in our furnaces (on the advantages of which the circular rightly lays stress), plans for which we had then under consideration." In face of all that has happened, Mr. Jackson has a high opinion of the English glass-maker. Having recently visited the States, he gives his impression of American workmen, and concludes: "This only confirms my own opinion that the English glass-maker, when given freedom and encouragement, is still the finest handicraftsman in the world."

An American Worker's Views.

Mr. John L. Dobbins, secretary of the American Glass Workers' Union, who has been on a visit to this country, has communicated some of his impressions to a representative of the "County Express," of Stourbridge:—

Turning to the glass trade, Mr. Dobbins remarked that in America the glass factories were much larger than those he had seen in this country—in Manchester and Stourbridge districts—and there was also a greater variety of work in the States and Canada. "Besides being larger," he said, "our factories are better equipped and better ventilated than yours in England." He admitted that British manufacturers turned out average higher-class goods than the Americans; this he attributed principally to the small number of varieties made in England. "I have heard since I have been here, and in the States it is generally believed, that the glassworkers here are not willing to take up new methods, but I find from conversations with the men that they are perfectly willing to do so if they could only get the facilities." Asked what new methods he specially referred to, Mr. Dobbins replied: "Well, I could not state just what they would be, but there would be everything to lighten a man's work and increase the output. We have in the glass trade of America thirteen different departments, and we adopt the mode of working according to the conditions of the importer. The regulation is a national and not a local one, so that one manufacturer cannot get an advantage over another with reference to the price and conditions of work. In the respective departments all the men in the union are on the same footing." Passing from this point, Mr. Dobbins observed that in the United States a great quantity of articles in glass were made by machinery, principally in the nature of jars, bottles, and such like.

The conversation next turned to the position of the manufacturers to workmen in America, and the methods which obtained with regard to general trade conditions, wages, &c.—a point of exceptional interest to the English glass trade generally. "This is regulated," Mr. Dobbins stated, "entirely by the manufacturers and workers in conference."

Asked whether in the United States the promotion of men was left entirely to the masters, or was absolutely controlled by the workers' society, Mr. Dobbins' reply was: "If a young man is working his way up in the factory and a vacancy occurs, and if there is no union man ready to take it up, the masters are allowed to promote. They generally know who is the oldest 'boy,' and the masters are allowed to put him in the position, but the men are consulted in the matter. I do not, however, know of a case where there has been a serious disagreement about putting a man on. In case they are short they always apply to our office for them, that is, if there is no one in the factory ready to put on." The workers always insist upon the older boys who have been faithful being promoted rather than stangers should be taken on to be taught. According to our agreement the union men shall have the preference." In the event of a union man not being available the society would find a good competent man, who was not employed in a union factory, and send him to the vacancy, a condition of his recommendation being that he should become a union man. Roughly, he estimated that quite 80 per cent. of the glass workers in the United States and Canada were organised, and the non-union men were gradually becoming less in number. When new factories were started, non-union men were, he said, attracted by the offer of big wages. These high wages were paid for a time, but eventually the payments were gradually reduced, and then it was that the men appealed to the workers' union for membership. It had, however, to be a unanimous request before their names were accepted by the society.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENT.)

IT is my pleasant duty to report that trade is keeping busy here, and that there is a steady and satisfactory influx of order throughout the Potteries. Sanitary ware and tiles are the dullest departments of the industry, and no improvement can be noted in either of these sections, but elsewhere a gratifying condition of affairs prevails, both at home and abroad.especially abroad. Manufacturers are now engaged upon the busiest quarter of the year, the extra demands of retailers preparing for the Christmas trade having to be dealt with, in addition to the ordinary every-day output in general markets. With the exception of France and South Africa there is not a single oversea market which is not providing brisk custom to North Staffordshire, and trade with North and South America continues particularly expansive. China manufacturers are no less busy than their confrères in the earthenware trade. There can be no doubt that a welcome accession of prosperity has come to Longton at last. The town is rapidly recovering its position, manufacturers are paying out several hundreds of pounds more per week in wages than they did a twelvemonth ago, and the popular savings clubs are reported to be much more prosperous than was the case a short time since. The fact that a determined and successful effort was recently made to reduce the rates in Longton has probably been one of the contributory causes to the brighter condition of things now prevailing in the town, but some more potent influence must also have been at work. The general improvement in trade throughout the country is, no doubt, largely responsible, and there was also a good deal of truth in what a leading manufacturer told me the other day when I asked him for his view as to the improvement which had taken place. He said: "As far as I can understand it is due to the fact that the imports of German and other foreign made china have fallen off very considerably of late. I figured it out for myself the other day, and I was quite amazed to find that in 1905 the decrease in foreign imported china, as compared with 1904, was about 43 per cent., and so far it is coming down also this year. On the other hand, there was an increase in foreign imported earthenware in 1905 of 28 per cent. compared with 1904." It is open to much doubt, however, whether Longton manufacturers are entitled to plume themselves upon this reduction in the imports of foreign china, for I am told that the reason the Germans are sending less china here, for the time being, is that they can find a better

market for it in America, where they are competing strongly with both English and American-made goods. There are not a few potters at Longton who anticipate that the shipments of foreign china to these shores will shortly be as large as over, but for the present we are all entitled to rejoice that trade continues to be better all round.

A brief glance at the Board of Trade Returns for August show further cause for satisfaction. During the month British-made ware was exported to the value of £226,571, compared with £188,976 and £211,369 in 1905 and 1904 respectively. The principal increases during tho month were in the United States (£14,600), the Argentine (£5,400), Australia (£5,700), and New Zealand (£7,500). New Zealand's trade with the Potteries in August was actually more than double that of the corresponding month of last year, the figures being £14,852 this year and £7,361 last. The figures go to bear out the information sent me some months ago from the Antipodes as to the improved outlook there. Up to the end of August the value of the British ware exported this year was £1,547,502, against £1,368,735 last year, and £1,417,161 in 1904. If trade continues as good as it is now until the end of the year, the exports should not be far short of a quarter of a million in excess of what they were last year.

The number of topics of interest to the trade which have come up for discussion within the last few weeks has been legion, but among them all by far the most interesting and important has been that of railway rates. The meeting of the North Staffordshire Chamber of Commerce, on September 19, when this matter was discussed was one of the most comprehensive conferences held in the district for a very long time. For many years the manufacturers of the Potteries have been greatly handicapped by the utterly unreasonable and most disproportionate charges made for the conveyance of the ware produced in the district to markets where it is distributed, or the ports whence it is shipped. For many decades North Stafford shire has had cause to bitterly lament the folly of the short-sighted generation which drove the London and North-Western Railway to Whitmore, eight or nine miles from the Potteries, instead of permitting it to come through the towns as was desired. The result of this is that to-day the North Stafford Railway has the district, so to speak, at its mercy. Goods can only be received into and despatched from the Potteries over its system. There is the canal, of course, by which clay is brought down from Runcorn, and ware is sent up to Manchester and Liverpool, but the Canal belongs to the North Stafford Company as well, so that the railway and the canal are vitrually worked together. With such conditions prevailing it can easily be seen that the traders of the Pottery district have laboured under great disadvantages as compared with their competitors in districts where the presence of two or three of the big trunk lines stimulates a healthy competition and lowers the rates. It is obvious to everyone who gives the subject a moment's consideration that it is to the best interests of the company to develop trade as much as possible by offering all the facilities in its power. The charging of prohibitive rates must ultimately recoil on the company responsible for them, because it tends to restrict output and to cripple trade. These points were brought out very clearly at the meeting by Mr. S. W. Wheatley and Mr. Arthur Sherwin. Other South Stafford railway companies were also alluded to, but as these have to run over the North Stafford system to get to the Potteries, some allowance is, perhaps, to be made for them. A point to be noted is that railway companies are admittedly accustomed to grant special rates for truck and train loads of particular classes of goods, as against miscellaneous consignments, but no distinction is made in the case of North Staffordshire pottery, although the district's pottery traffic to London alone provides a train load of 100 tons per working day throughout the year, or 30,000 tons per annum, while the whole of the traffic of the district last year was well over 129,000 tons.

When the manufacturers, some months ago, roused themselves, and determined to make a real effort to rid themselves of the domination of the companies, Mr. Sherwin (of Sherwin & Cotton) went to an great amount of trouble to find out what rates were in vogue in other pottery-producing centres in the country, and he discovered that the rates charged in the Potteries were very much higher than those in force in competitive districts. An interview was subsequently held at Stoke with the managers of the London and North-Western, the Midland, the Great Northern, the Great Western, the Great Central, the Manchester, Sheffield, and Lincoln shire, and the North Staffordshire Railway, and Mr. Sherwin then laid before them the information he had collected. It was pointed out to the railway managers that although the volume of traffic from North Staffordshire in china and earthenware is about five time that of all the other pottery-producing centres in the country, the rates charged for the conveyance of the goods, instead of being commensurate with the nature and volume of the traffic, were class rates, and excessive in comparison with those charged from other districts. Further, that whereas other districts enjoy special low rates for consignments of 1-ton, 2-ton, 3-ton, and 4-ton lots of earthenware, packed in crates, collected and delivered both at company's risk and owner's risk, local manufacturers have no such low rates, and have to pay the same as for small lots of 3 cwt. and over, excepting to three towns. Complaints were also put forward respecting certain alleged illegal dues exacted from manufacturers for the delivery of returnod empties and the delivery of parcels by passenger train. These charges, it was estimated, amounted to £3,000 per annum, and were made for services not rendered to the trader. This was the case laid before the railway companies. It was supported by evidence showing that the rates charged for carrying North Staffordshire made ware were much higher than those charged for ware carried from Swadlincote, Bristol, Castleford, Newcastle, Armitage, Leeds, Bovey Tracey, and other places. After taking a good deal of time to consider the matter, the railway companies replied with a number of "concessions," which were, for the first time, divulged at the meeting on September 19. The companies offered to abolish the illegal charge made for the delivery of parcels by passenger train when they do not exceed 20 lbs., and to reduce the charge for the delivery of empties by one-half. On the main question, however, that of actual freight rates, they refused to make any reduction for 1-ton, 2-ton, or 3-ton lots of crates, at company's risk, except to London for 2 tons. Instead, they offered owner's risk rates, and those, moreover, higher than the companies' similar rates in force in other neighbourhoods. Such concessions at these were considered by the manufacturers to be quite inadequate, and the object of the meeting last month was to decide what step to take next in order to obtain redress.

After a most interesting discussion, the meeting decided to submit to the Board of Trade copies of the correspondence which has taken place between the Chamber and the railway companies, and of tables relating to the matter, which have been prepared, requesting the Board of Trade to inquire into the questions raised by the Chamber. Mr. Greatbatch urged that it would be more efficacious to take the case at once before the Railway and Canal Commissioners, but it was pointed out to him that even before the Chamber could do this, it would be necessary for them to go to the Board of Trade for a certificate that their case was a fit one for the Commissioners to inquire into. In addition to this, if the case is taken before the Board of Trade, a report respecting the complaint will have, in due course, to be made to Parliament, and, when this is done, the local members of Parliament are to be asked to raise a debate and thus bring the matter prominently under the notice of the Government. If, when these steps are exhausted, no redress is given, then it is understood, a case will be presented to the Commissioners, when a definite verdict, one way or the other, will be forthcoming. Meanwhile, as regards the alleged illegal charges, the Chamber have recommended members not to pay the additional fees demanded, and have undertaken to defend any member in the event of proceedings being taken by any of the railway companies, for the recovery of either of the charges in question. Whatever the result of the efforts of the Chamber may be, there appears to be at least some hopo of securing a reduction of rates in another and entirely different direction. While some manufacturers have been interviewing the railway companies, others have been quietly making arrangements to test the cost of conveying pottery by road on motor wagons. The secret was well kept by those interested, and nothing was known of the project by the general public until at about half-past nine on the morning of September 24, a powerful 70-h.p., wagon, laden with five tons eight cwts. of general earthenware for shipment, started for Liverpool from Clementson Bros.' potteries at Hanley. The principal promoter of the scheme prefers to remain anonymous for the present, but, later on, after the wagon has run for a few weeks, and it is definitely known what the cost of each journey will be, he hopes to place the facts before the manufacturers and ask them to interest themselves in a company which will then be formed to develop the idea. It is proposed to confine the list of shareholders, as far as possible, to the manufacturers themselves, and to run cars to Manchester, Birmingham, Derby, Stafford, and various large railway centres conveniently near, so as to steer clear of the local carrying systems with their big rates. The car will take as much as ten tons at a journey, and will bring back a similar weight of other merchandise. The rate charged by the railway companies for the conveyance of pottery to Liverpool is 15s. 10d. per ton, and by water the rate is 15s. The promoter of the new departure is sanguine that he will be able to offer an appreciably lower rate than either of these; in fact, for the two trips each way on the trial journey the rate charged was 10 per cent. below the usual rates. The car was built by Alley & Maclellan, Ltd., Polmadie, Glasgow, and resembles the wagons used by the Manchester General Motor Carrying Co., Ltd., a Lancashire concern which is developing on similar lines. I have reason to know that the experiment is being anxiously watched by the agents of the railway companies in the Potteries, while manufacturers, of course, entertain the liveliest hopes as to its outcome.

The Chamber of Commerce at their last meeting were approached by the Council of the Potters' Merchants and Colliery Owners' Association, and requested to suggest to the Board of Trade "that the power to issue debentures by joint stock companies shall be subject to a provision for payment, in priority of such debentures, of all the then existing trade debts of the issuing company, and that it shall not be lawful for any debentures to include raw materials, utensils, or book debts." Those interested in limited companies will at once observe the motive of this important suggestion, which was referred to the Parliamentary Committee to deal with. Since the meeting, Mr. W. H. N. Bannister, of 17, Albion-street, Hanley, the secretary, has forwarded me some particulars of the Potters' Merchants and Colliery Owners' Association. The society was recently formed as the outcome of a meeting at Stoke, presided over by Mr. E. V. Greatbatch, potters' merchant, of Hanley, convened for the purpose of considering the present unsatisfactory conditions of trade existing in this district, particularly as between merchants and trading concerns having a limited liability only, whose assets are on investigation, frequently found to be entirely in the hands of debenture holders. Mr. Bannister tells me that the Association has been, so far, enthusiastically taken up, and that the Council holds monthly meetings at which various matters affecting the welfare of North Staffordshire traders are discussed. The Committee includes Mr. E. V. Greatbatch, Mr. T. W. Gunson, Fenton; Mr. H. Irwin, Stoke; Mr. H. Scarratt, Blyth Bridge; Mr. E. J. Emery, potters' merchant, Stoke; Mr. H. Boddington, (the Anderton Company, Stoke), and Mr. A. P. Ford, of Hanley. The principal objects of the Association as stated in the memorandum of the company, are (1) The assistance of the members with a view to diminishing losses arising from fraudulent dealings, liquidations of limited companies, insolvencies, or bankruptcies of debtors, the investigation of such cases and the aiding in prosecution of offenders, and (2) the making of inquiries and obtaining information as to the financial status of any persons, firms, or companies dealing, or desirous of dealing, with members of the company, or with whom any members of the company may be brought into business relationship.

The last two issues of THE POTTERY GAZETTE have alluded to the fact that for some unexplained reason, there has been a fresh outbreak of calumny against the Potteries, in various organs of public opinion. The author of one of the most virulent of the articles admitted that he collected his information about the morality of the district, and the effect of lead poisoning upon the physique of the people, in a doss-house, a public-house, and various other resorts of a like character, acting upon which he proceeded to paint a most distorted and entirely unfaithful picture of life in the North Staffordshire towns. Many of the other criticisms launched against the district have been built upon an equally baseless foundation. People wrote of the Potteries, not as they actually saw the place, but as they wanted to see it. That is, in lurid colours which pander to the popular sensational taste in literature. The critics were mostly birds of passage, here to-day and gone to-morrow, having no time to see even a small portion of the place for themselves, but ready to accept as authentic any wild story which might be told them. During the past month we have seen something of the other side of the shield. The district was honoured with a visit of almost a week's duration from the Institution of Mining Engineers of Great Britain—men of intelligence, and understanding, accustomed to investigate facts before expressing opinions; and, after several days spent in excursions all over the six townships, they confessed that they carried away with them vastly different and more satisfactory impressions of the Potteries than they brought with them. A number of pottery manufactories were visited, and Sir Lees Knowles, Bart., the acting President, who represented one of the Salford divisions in Parliament for twenty years, took occasion, at the annual banquet, to speak out boldly in reply to the slanders cast upon the towns and their inhabitants. What had struck him very much in visiting the potting works, he said, and more especially after his Parliamentary experience, was to see the healthy appearance of those who were working there. "We had been led," the speaker proceeded, "listening to the wonderful speeches by those interested, politically or otherwise, in these questions, to imagine that we should see pale anæmic creatures But in their appearance, at all events, I was very much impressed with the workmen in those works to-day." Needless to say, this spontaneous tribute met with the warmest approbation from those present. Another member of the Institute said that they had all remarked upon "the intelligence of the workpeople, the alertness with which they answered every question, and their general air of cleanliness and prosperity. It was so different in some of the large manufacturing towns of Lancashire and Yorkshire. He could not understand the attacks which were made upon the district by London papers to the disparagement of its inhabitants." On the question of lead-poisoning a still more valuable statement was made to the members by Dr. Wheelton Hind, one of the most eminent physicians in the county. Replying to a toast at the annual banquet of the Institute, Dr. Hind said that "members of the medical profession were paid the sum of 2s. 6d. per head for every case of lead-poisoning they saw in their practices. He had been for twenty three or twenty-four years practising in the district, and how many half-crowns did they think he had earned in the last six years? If he had earned one it was the lot. That was to say that he had seen one case of lead-poisoning in the district during the last five or six years. All the other statements made about the district had as much foundation in fact as those about lead-poisoning." These opinions do not come from the doss-house, or the bar-parlour; they are the carefully weighed expressions of educated men, and, as such, they are worth a hundred of the idle vapourings which have been poured into our ears *ad nauseam*. If future scribes sent on a search to the Potteries for news, will make as complete an inquiry into the circumstances as did Sir Lees Knowles and his friends, the district will be troubled by libellous and slanderous statements no more.

The members of the English Ceramic Society held their first open meeting of the new session on Saturday, September 22, when the chair was occupied by the President, Mr. Rawdon Smith, and an address on "Pyrometry" was delivered by Mr. W. Burton, of Manchester. The president, in the course of an interesting opening, speech, said that the idea that the firing of pottery ovens was a family secret, only to be imparted on the deathbed of the fireman to his eldest son, was now exploded. To-day there were methods of scientifically ascertaining and correctly recording the temperatures of the ovens, and the last word on the subject had not yet been said. Every year they were approaching more and more to accuracy and delicacy in their instruments, Mr. Burton explained, and described various pyrometers including that designed by Josiah Wedgwood, the famous potter. This instrument, which is now usually to be seen at the Wedgwood Museum, was on view at the meeting. It is a grooved piece of brass about six inches long. The grooves are half an inch wide at the top and taper to a width of three-eighths of an inch. In each of the two grooves is placed a small roll of clay at the commencement of the firing of the oven, and as the rolls contract during the process of firing they slide gradually towards the tapering ends of the grooves, indicating the heat by degrees marked on the sides of the brass plate, after the fashion of the markings on a thermometer. The instrument was shown on the stand of Messrs. Holdcroft & Co., makers of the well-known thermoscope bars, whose agent is Mr. Hulme, of the Reliance Works, Hanley. Mr. Burton remarked, during his address, that it was not sufficiently known that it was Wedgwood who took the first step towards measuring high temperatures, but Wedgwood's instrument, he considered, was of little use where a temperature of over 700 degrees of heat was required, because, before that temperature was reached the contraction of the clay rolls would have finished. The most useful instrument was the one based on the use of the thermo couple. It was important for the potter, in considering the question of pyrometers, to be able to obtain the proper temperature in a reasonably large portion of his kiln or oven area, and to be able to maintain that temperature during the time required. Something was wanted also, which would give the manufacturer control over the fireman. The moral benefit to be derived from the fireman knowing he was being controlled, was almost incalculable. A number of modern pyrometers, and other heat measuring appliances were shown, including some seger cones made by Harrison & Son, Phœnix Chemical Works, Hanley.

On the 1st ult. the employees of The Blyth Porcelain Co., Ltd., Longton, took their annual outing. They went by train to Rudyard, where they spent an enjoyable day in outdoor sports and games. Mr. Victor Forester, managing director, and other officials of the company were present. A substantial meal was enjoyed at the Cliff Park Chalet, and an interesting musical evening was spent.—The first annual outing in connection with the sick club of Johnson Bros., Trent Sanitary Works, took place recently, when over 300 employees, together with members of the firm and staff, paid a visit to Dovedale. Favoured by ideal weather the visitors found Dovedale at its best and the rugged scenery was much admired. Tea was provided in the ground of the Izaak Walton Hotel. After the repast Mr. H. J. Johnson presided, and in his opening remarks, expressed great pleasure at having had the opportunity of taking part in so enjoyable an outing, which he hoped would be the forerunner of still more successful ones. The toast "Success to Johnson Bros.," proposed by Mr. P. Baddeley the firm's oldest sanitary potter, and seconded by Mr. J. Payne, was ably responded to by Mr. R. T. Johnson.—The annual excursion of the employees from the whole of the departments of Stevens & Williams, Glass Works, Brierley Hill, Stourbridge, took place on September 1. Upwards of two hundred joined in a pleasant trip to Worcester and Gloucester. They started by special train at six o'clock in the morning, and concluded a long day's pleasant jaunting at eleven o'clock at night.—The employees of Henry Ogden

& Co., thimble manufacturers, Hanley, have presented Mr. A. W. Potter, eldest son of Mr. W. Potter, Director, with a silver tea service on the occasion of his marriage.——Mr. A. B. Jones has felt obliged to decline a hearty and unanimous invitation to continue in office as Mayor of Hanley for another year. Councillor S. Gibson, in reply to a request from the Burslem Town Council has intimated that health permitting, he hopes to be able to accept the office of Mayor for the coming year.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

THE Rockingham makers of Scotland have experienced a distinct improvement in the demand for their wares within the past month. This, so far, gratifying feature has been, and is, most marked in regard to the Irish custom, due, in part at least, to a favourable harvest. The call for Rockingham ware has also increased throughout Scotland, but the improvement is distinctly less in evidence here. There is no improvement in the values, these being still unnecessarily low, due to the lack of organisation of the makers, and the continuance of the pricecutting that has been going on so long. Unfortunately there is no present prospect of this being amended.

In the department of fruit preserve jars, there has been a big turn-over, out of makers' stocks, and values are being kept up to a fairly satisfactory mark. The demand has been gratifyingly large from the English customers for these goods; the sales in Scotland alone have not been nearly up to the same mark, but still they have been of very fair volume, and much larger than was forecasted early in the season, when crop prospects were rather unpromising. Stoneware bottles have also been in good request, and the values are at present fairly satisfactory, all things being considered.

The wholesale merchants and their travellers report a moderately average turn-over for September, which is always a quietish month. More movement is looked for during October, especially on towards November. Some sections of glass goods of English make have been advanced of late, as applying to the Scottish market. These are the sugars, creams, and dishes, the tumbler division not being affected as yet.

In the retail saloon trade of the cities and large towns there has been an improvement in the family custom, owing to the general return to winter quarters, but there has been nothing like briskness, in spite of the fact that the weather has been about the most favourable for shopping of the present year.

It is worth noting that the time is now drawing to a close, during which, the very interesting Exhibition of Japanese industrial and pictorial art at the Glasgow Corporation Museum, will be open. It has attracted a gratifying amount of attention on the part of the more intelligent of the general body of sight-seers, but, of course, it is not the cost of display that "draws" anything like a crowd. Lacquers have formed the dominant element in the exhibition, but the cases contain a considerable number of items in our own department of pottery and porcelain. One specially fine piece has been a vase of Satsuma ware, with floral ornament in rich colours, lent by the family of the late Mr. James Donald. Case No. 9, in the Japanese exhibition (which was furnished on loan by Mr. R. C. Crawford, a well-known Glasgow artist and portrait painter), contains some fine examples of pottery and porcelain, including the brands Satsuma, Awata Karo, Imari, and Kutani, some of these being of a high order of excellence. In case No. 13 there has been shown a bottle in brown crackle ware which is well worthy of study as an example of great rarity and of old date. South Kensington contributed a case whose contents have been very educative of character, including as it does examples from all the best known potteries of Japan. This Japanese display will at the end of the year be replaced by something of like kind in Chinese industrial and pictorial craftsmanship, but it is to be noted that in this case pottery and porcelain will be much more prominent than in the Japanese Exhibition now running, though bronzes and ivories will, of course, be largely represented. A considerable portion of the large and valuable collection of General Gaselee (mainly Chinese pottery) will form part of the new exhibition.

The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

JENNINGS JAMES & SONS (Thomas Jennings, James Jennings, Samuel Jennings, and Wm. Henry Jennings), Bury-street, Salford, and Agnew-street, Pendleton, tile manufacturers. Aug. 17. Debts by T., J., and W. H. Jennings, who continue. (Aug. 21.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

HOLLYGROVE TILERIES LTD. Resolved August 28:—That it is advisable to wind up the company. C. F. Grigg, Dudley-road, Tividale, Stafford, liqr.

HAMPSHIRE BRICK AND TILE CO., LTD. Meeting, Marreco & Co.'s, 1, Clement's-inn, W.C., Oct. 15 at 11, for the accounts of the winding up.

Notices of Dividends.

TWAMLEY ARTHUR J., trading as the Staffordshire Terra Cotta and Fire Brick Co., Wimblebury, Hednesford, terra cotta manufacturer. First and final of 11¾d., at 138, Lichfield-street, Walsall.

WHITE HENRY J., 30, Milford-street, Salisbury, china dealer. First and final of 1s. 9½d. at O.R.'s, Salisbury.

Notice of Intended Dividend.

PARR BARZILLAI, 2 and 4, Bond-street, Burslem, potter's handler. Claims to F. T. Halcomb, Newcastle, Stafford O.R.

Notice of Release of Trustee.

SHEPHERD MOSES A., 4, Waterloo-street, Swansea, glass merchant. Tr., C. E. Dovey, 31, Queen-street, Cardiff.

Order made on Application for Discharge.

THOMPSON ANNIE, 56, Tyldesley-road, Blackpool, formerly a glass and china dealer at 21, Milton-street, Nottingham, applied for her discharge at Preston County Court on Sept. 18. The liabilities were estimated at £464 15s. 3d., proofs being admitted to £392 17s. 5d. The assets were estimated to produce £2,579 7s. 10d., but only realised £99 15s., the difference being accounted for mainly by the fact that the bankrupt scheduled as an asset an estimated surplus of £2,547 in respect of mortgaged property in Nottingham. The value of this property was greatly over-estimated by bankrupt, and the equity therein was eventually sold for £40. A first and final dividend of 2s. 4¼d. in the £ had been paid on proofs admitted. The Official Receiver said debtor seemed to have done fairly well as a glass and china dealer, but

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New York Agent,
Edward Butler,
45, Warren Street.

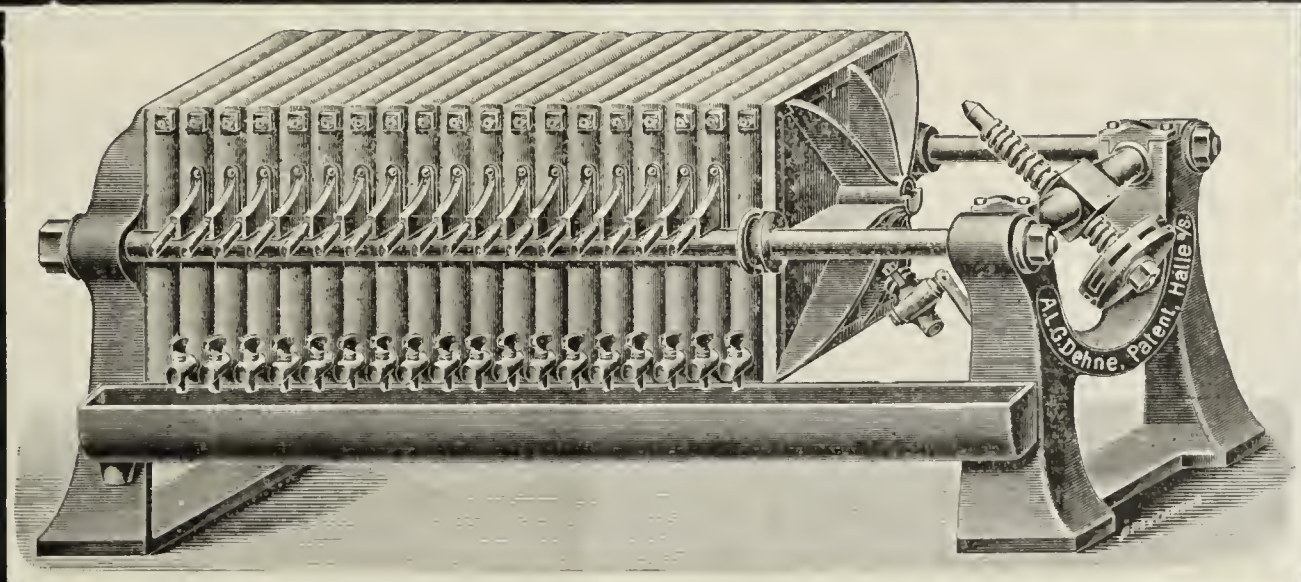
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Neal Harrison,
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unfortunately while at Nottingham she built a large house, intending to apply for a license. In this she was unsuccessful, and turned the house into a lodging-house, but it did not pay. She lost a lot of money, and then went to Blackpool, where her company house business resulted in further loss. His Honour granted the discharge, and suspended it for two years.

Extract from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—Eds. *P. G.*)

Beardmore Samuel Edgar, 234, High-street, West Bromwich, glass and china merchant. Composition of 10s. in the £, by four equal instalments at 3, 6, 9 and 12 months from July 13, 1906; the last instalment secured by a surety. Dated, Sept. 7. Filed, Sept. 10. Liabilities unsecured, £994 15s. 11d. Property after deducting secured claims, £678 5s. 8d. The following are creditors:—R. Johnston & Co., London, £64; H. Bates & Son, London, £31; H. Mayer & Co., London, £24; H. Price & Co., London, £18; Springer & Co., London, £11; Keeling & Co., Ltd., Burslem, £38; Burgess & Leigh, Burslem, £30; J. Maddock & Sons, Ltd., Burslem, £22; Davison & Son, Burslem, £13; Gibson & Sons, Ltd., Burslem, £10; Crown Staffordshire Porcelain Co., Ltd., Fenton, £25; Miss E. Keen, Handsworth, £55; W. G. Beardmore. Handsworth, £12; Bishop & Stonier, Hanley, £15; J. H. Weatherby & Sons, Hanley, £13; Adderleys, Ltd., Longton, £29; T. Winkle & Co., Stoke-on-Trent, £19; J. Wedgwood & Sons, Ltd., Stoke-on-Trent, £18; W. H. Goss, Stoke-on-Trent, £17; Wiltshaw, Robinson & Son, Stoke-on-Trent, £15; Wedgwood & Co., Ltd., Tunstall, £24; Mrs. C. B. Beardmore, Wolverhampton, £50; A. E. Beardmore, Wolverhampton, £30; Worcester Royal Porcelain Co., Ltd., Worcester, £11; T. Webb & Corbett, Ltd., Wordsley. £10; bankers' claims, £299.

Bankruptcy Proceedings.

Boulton Geo. Morgan, 69, Craven-park-road, Harlesden, china, glass and toy dealer. R.O., Aug. 27. Exam., Bky. Ct., Oct. 24 at 11½. Adj., Aug. 27. The following are creditors:—M. Besels, London, £14; G. L. Gent, London, £18; Wisbey & Co., London, £32. Partly secured creditor, M. Kerton, London, £50; preferential creditors, £29; liabilities, £141 13s. 3d.; assets, £23 4s. 1d.

Nixon E. T., of Endon, and F. T. Jones, of Burslem, appeared at the Bankruptcy Court, Hanley, on September 5 for examination as to their private estates. Proceedings consequent on the failure of their partnership as E. T. Nixon & Co., Chell-street, Hanley, were reported last month. The debtor Jones was recalled and examined as to a composition he paid to his creditors at the beginning of the year, and the debtor Nixon was questioned as to his house which had been mortgaged to his wife. He said Mrs. Nixon would not advance any more money until she received security. He denied that the mortgage was executed with any thought of preventing the creditors from touching the house. Mr. Sword, for the petitioning creditor, said that his client would desire that Mrs. Nixon be privately examined. Mr. Abberley, on behalf of the debtor, said that every facility for the examination would be given by Mrs. Nixon. The examination was thereupon closed.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Patent Agents, 4, South-street, Finsbury, London, E.C.

Applications for Letters Patent.

Bottles, No. 19,103.—S. Kamp. Improvements in or connected with bottles. Aug. 27, 1906.

Casting Glass Tables, No. 19,119.—L. Rembaux. Improvements in or connected with tables for casting tables. Aug. 27, 1906.

Ceramic Products, No. 19,045.—Société Meran Frères. Improvements relating to ceramic products. (Date applied under Patents Act, 1901, October 6, 1905.)

Dressing China Clay, No. 18,294.—H. J. Batt and W. Bowden. Improved method of and means for dressing or grading china clay, ores, and the like. Aug. 15, 1906.

Earthenware Articles, No. 19,773.—F. Regont. Improvements in or connected with the manufacture of articles of earthenware and more particularly sanitary goods. Sept. 5, 1906.

Furnaces, No. 19,973.—C. A. Matcham. Improvements in or connected with furnaces or kilns for preparing cement making materials or the like. Sept. 7, 1906.

Gas-Fired Pottery Kilns, No. 18,769.—T. W. Twyford and T. C. Moore. Improvements in gas-fired pottery and other kilns and ovens. Aug. 22, 1906.

Gas Chimneys, No. 19,431.—J. H. Northcott. Improvements in chimneys and globes, for gas, electric, and oil lamps, and the like. Aug. 22, 1906.

Glass Vessel Covers, No. 18,559.—Anna M. Butler. Covers for glasses and other open vessels. Aug. 18, 1906.

Glass Melting Pot, No. 17,779.—H. C. Fry. Improved melting pot. Aug. 7, 1906.

Inkstand, No. 18,593.—E. Haag. Improved inkstand. Aug. 20, 1906.

Manufacture of Glass, No. 18,763.—T. W. L. Jones. Improvements in the manufacture of glass. Aug. 22, 1906.

Ornamental Glass, No. 19,816.—S. O. Cowper-Coles. Improved process for the construction of ornamental glass for windows. Sept. 6, 1906.

Plate Cup, No. 19,800.—J. A. H. Armstrong. Plate cup. Sept. 5, 1906.

Saucers, No. 18,636.—C. E. Challis. Improvements in saucers. Aug. 20, 1906.

Soap Dishes, No. 18,866.—A. B. Harrison. Improvements relating to soap dishes. Aug. 23, 1906.

Supporting Earthenware Articles in Kilns, No. 18,994. T. Arrowsmith, H. T. Arrowsmith, and J. Arrowsmith. Novel or improved appliances for use in supporting earthenware articles in kilns and saggers. Aug. 25, 1906.

Specifications Published.

1905.

14,908.—Johnson. Manufacture of lavatory basins and the like made of earthenware.

15,452.—Bundy. Process for producing marbled effects on glass, porcelain, and like surfaces.

22,905.—Grosse.—Apparatus for manufacturing hollow glassware.

18,090.—S. M. Buchan, C. Buchan and D. Wilson. Manufacture of earthenware and like jars.

16,841.—Richards. Cement for attaching glass or pottery tiles to bricks, walls, and other surfaces.

17,251.—Gale. Apparatus for manufacturing bottles and other receptacles of glass.

23,499.—Jackson. Glass and similar fabrics and process for making the same.

26,287.—Dental Manufacturing Co., Ltd., and Holt. Out-flow trap for lavatory and other purposes.

15,560.—Gibbon & Masters. Glass-melting furnaces.

17,049.—Sansom. Fire-grates for kilns, ovens, and the like.

20,621.—J. Hecker. Moulds for producing internally threaded glass covers.

1906.

4,125.—Hartman. Machines for blowing hollow glass articles in moulds.

8,053.—James. Receptacles or containers for semi-fluid and like substances.

8,672.—Lake (Libbey Glass Co.). Glass blowing machines.

13,458.—Duffield. Bottle moulds. (Date applied for under International Convention, July 1, 1905.)

1,877.—Butler. Tilting stand for teapots or other like vessels.

7,748.—Niederrheinische Glashutten Ges. & Krug. Glass blowing apparatus.

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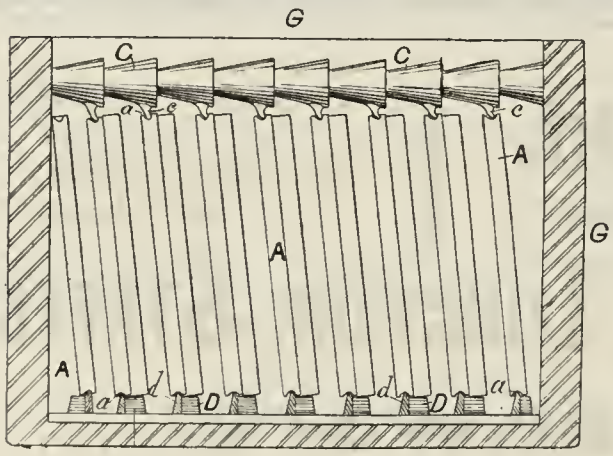
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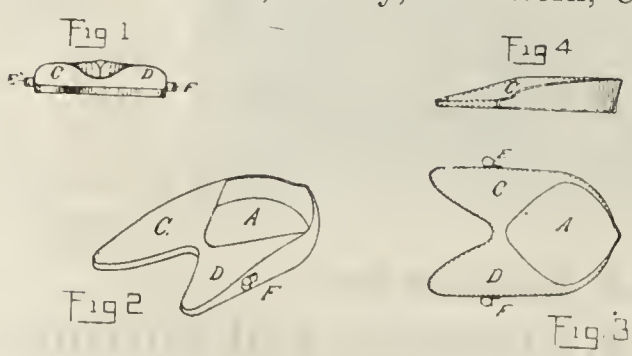
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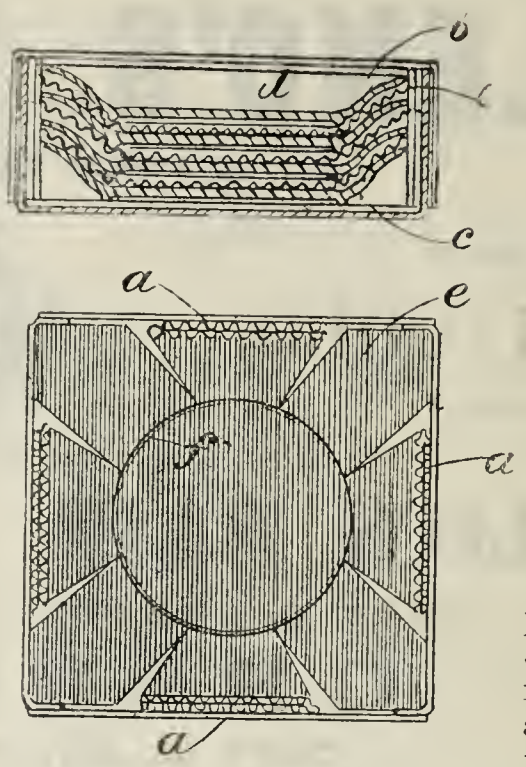


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825,161.—P. T. Sievert, Dresden, Germany. Process and machine for forming glass articles.
825,160.—P. T. Sievert, Dresden, Germany. Process of and apparatus for blowing hollow glass articles.
825,082.—A. J. Shaw, Bridgeton, N.J. Glass-blowing machinery.
825,243.—E. H. Reiter-Dodmer, Kyburg, Switzerland. Manufacture of artificial stone pipes, tiles, &c., and apparatus therefor.
825,651.—J. C. Hinz, Detroit, Mich. China-kiln.
825,423.—G. E. Schmitt, Wellsburg, W.Va. Glass-blowing machine.
826,452.—T. C. Thomas, Peoria, Ill. Fruit jar.
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828,178.—A. E. Betts, Kensington, Md. Bed-pan.
828,283.—D. J. Ghrist, Hites, Pa. Glass furnace.
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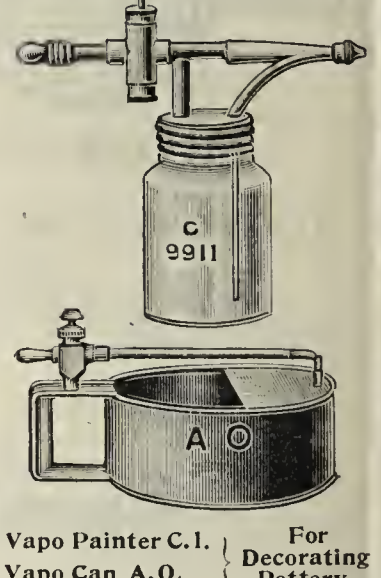
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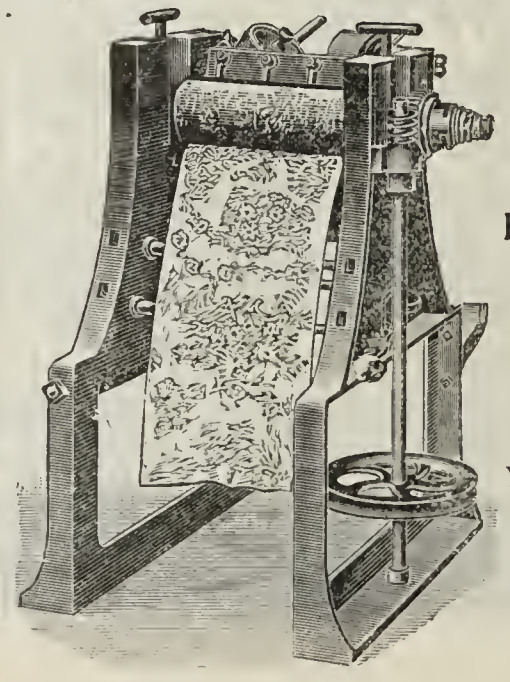
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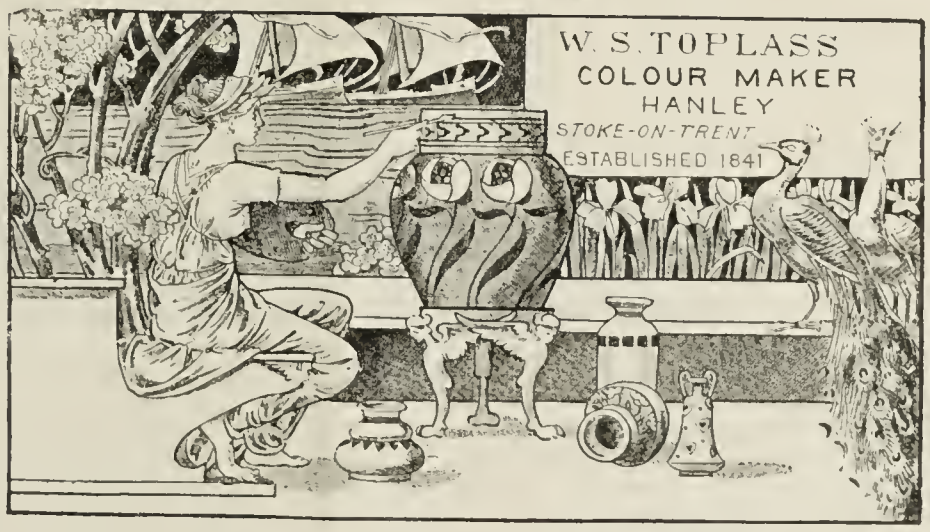
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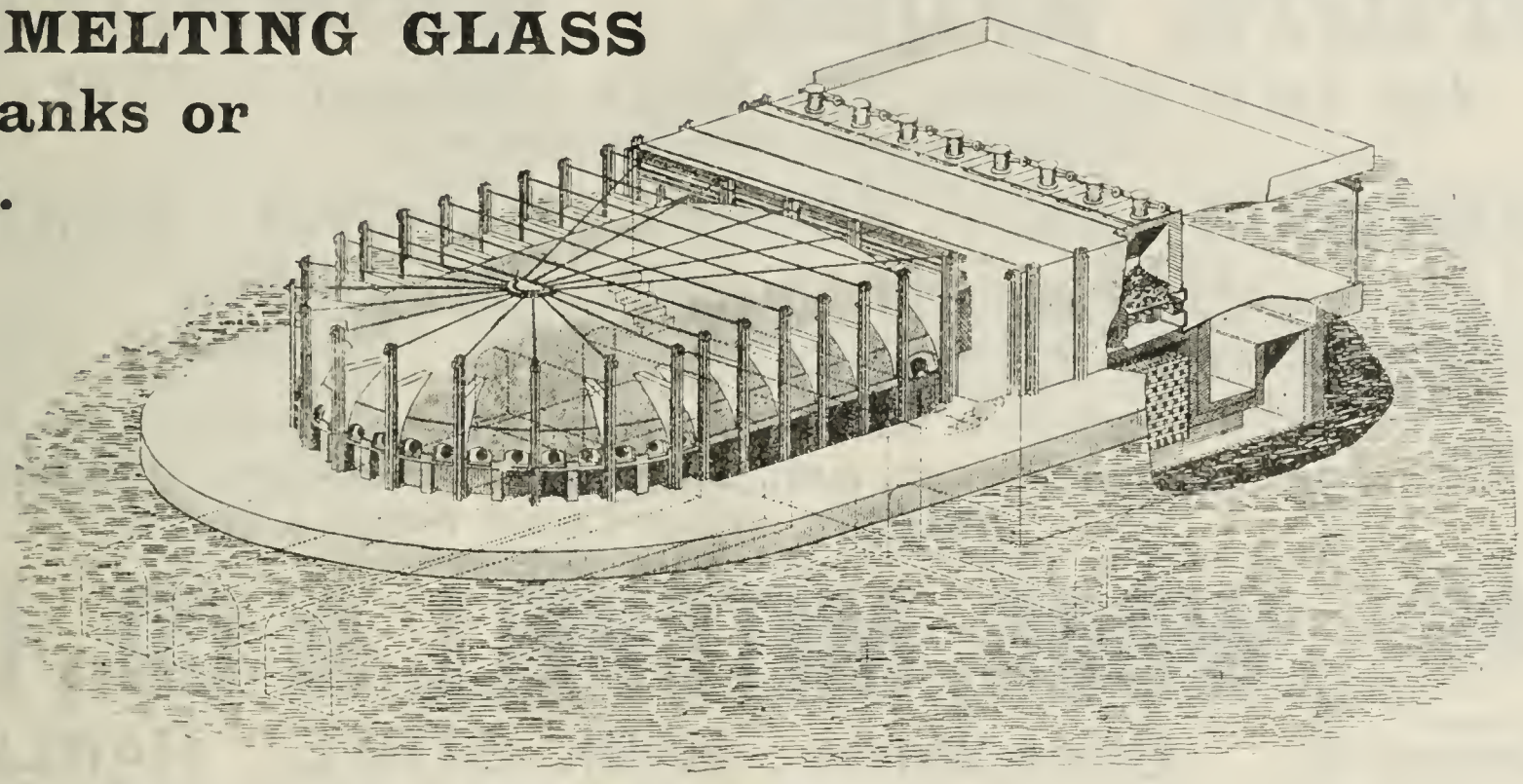
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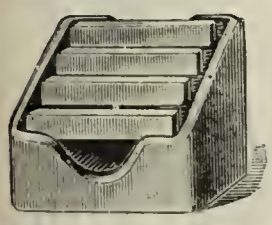
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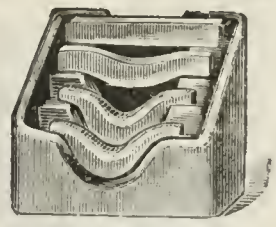


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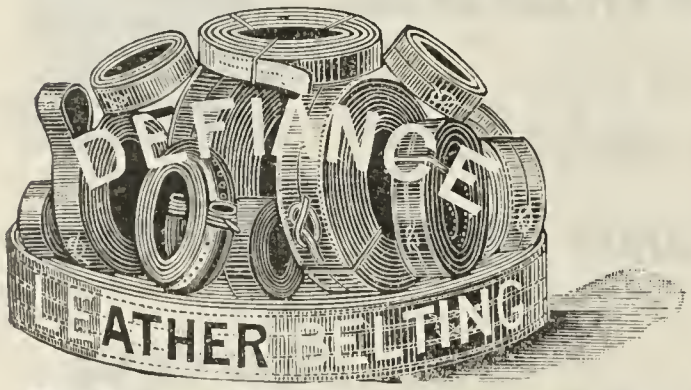
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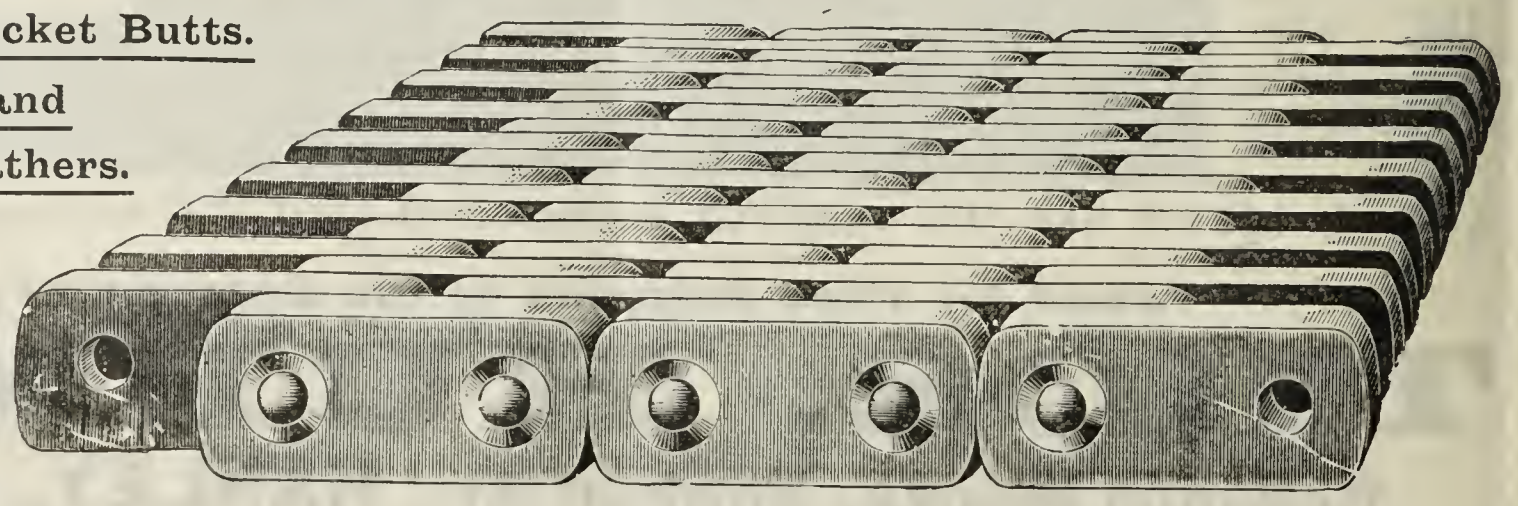
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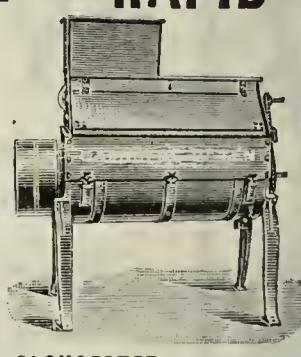
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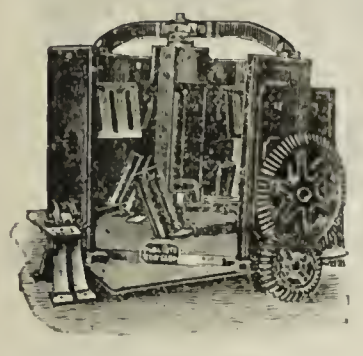
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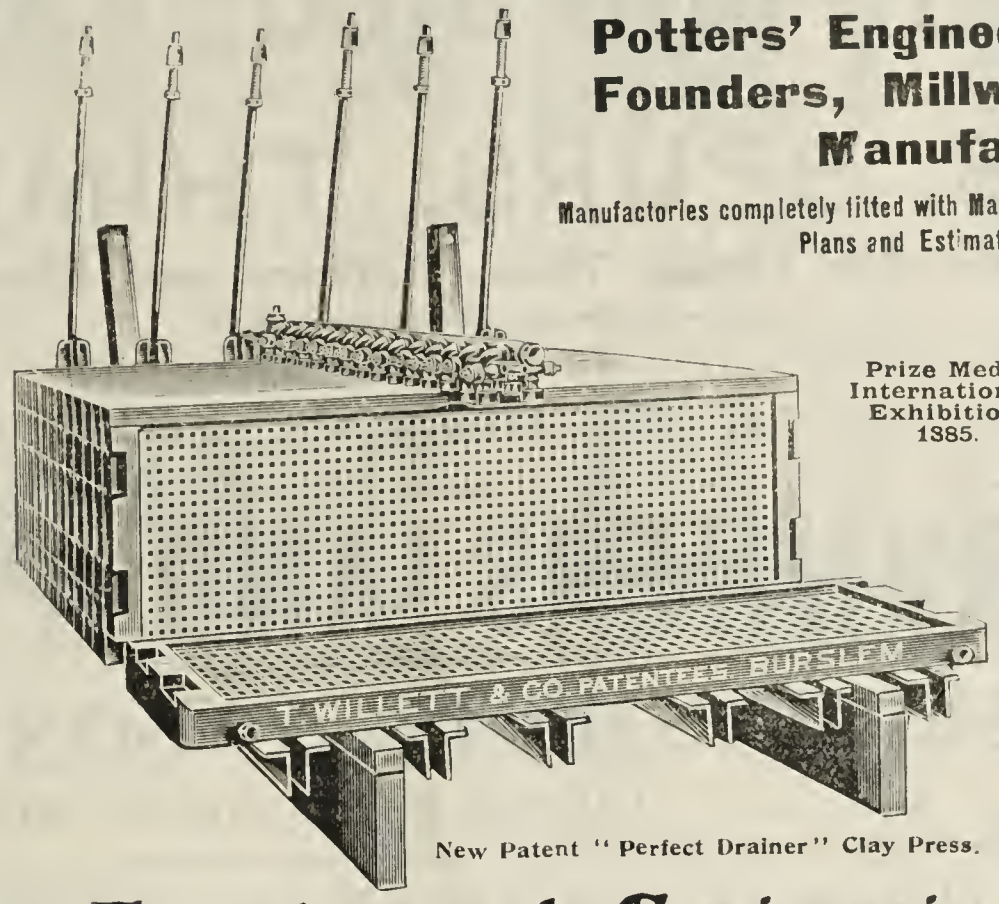
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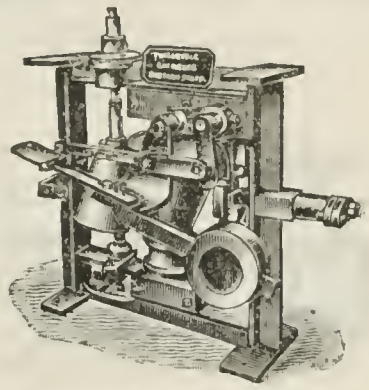


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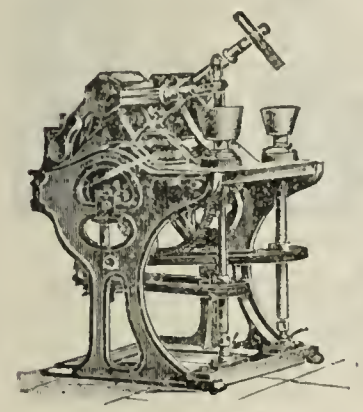


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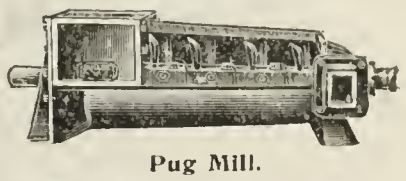
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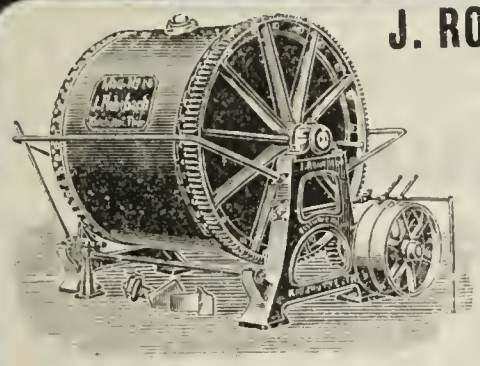
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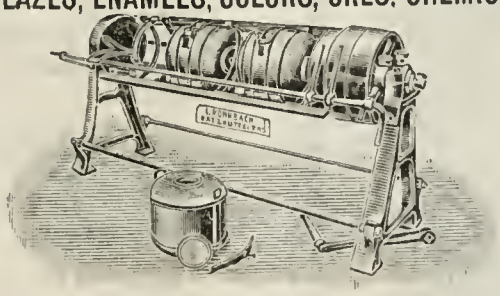
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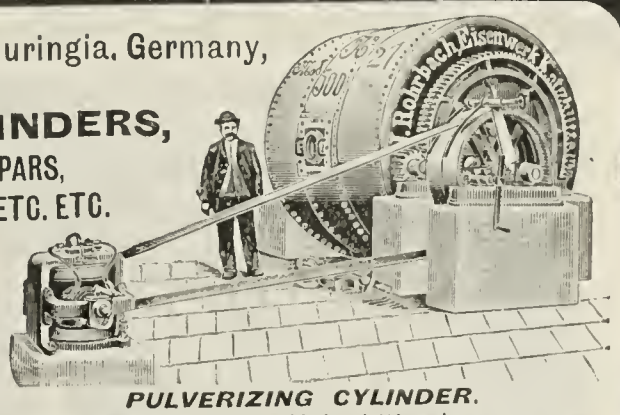
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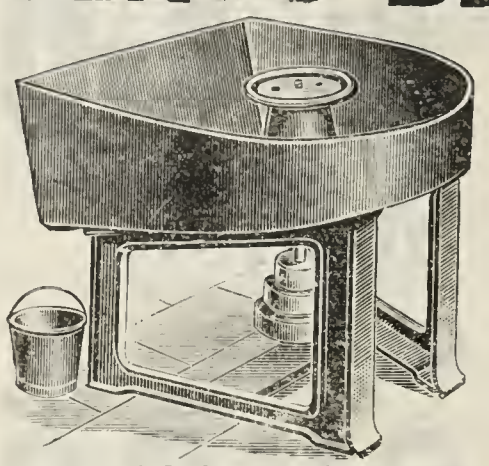
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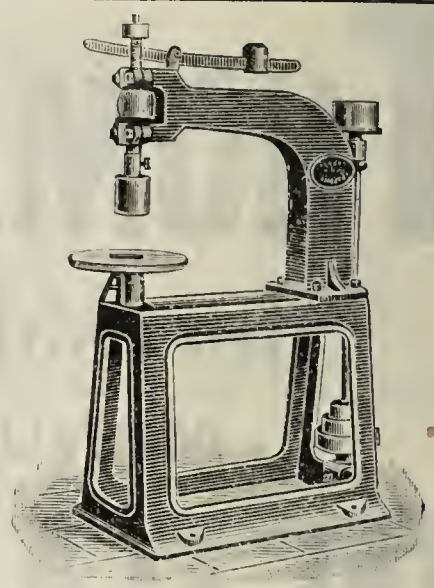
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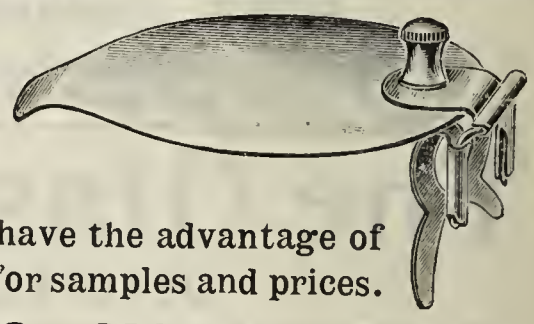
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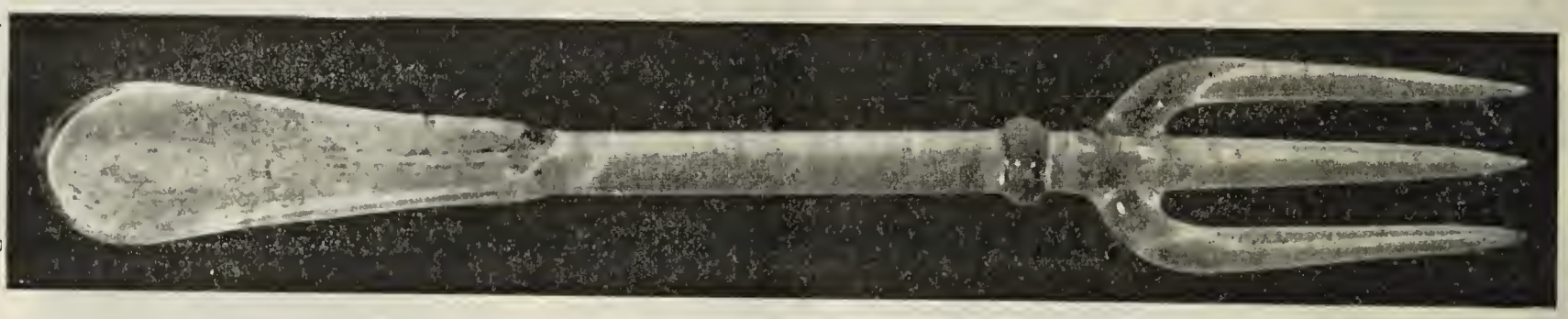
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Continued on page 1208.

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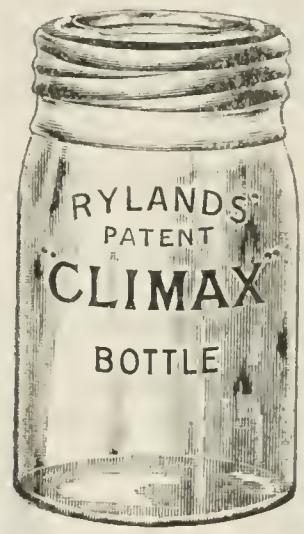


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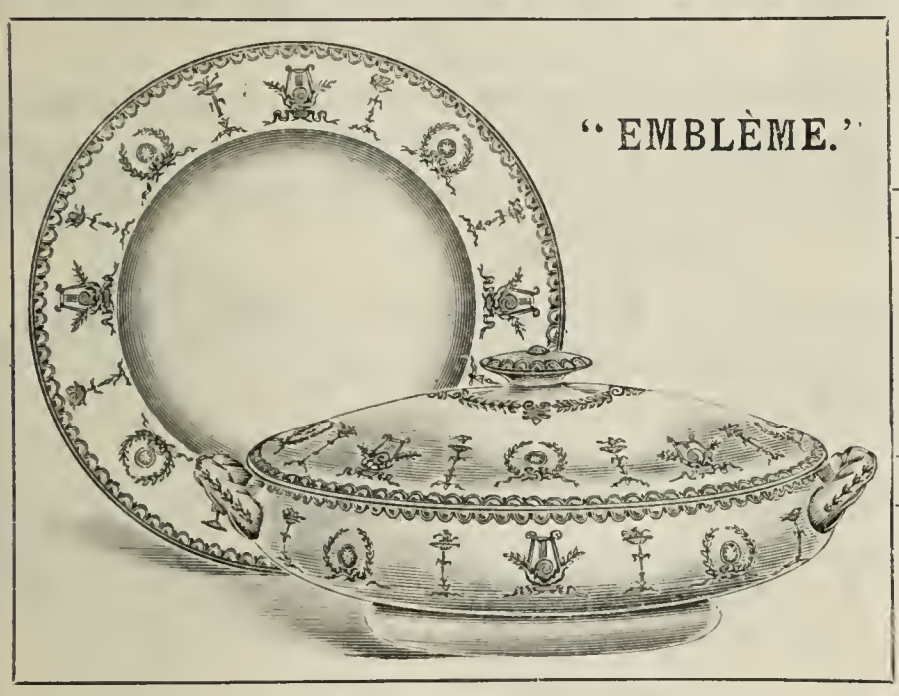
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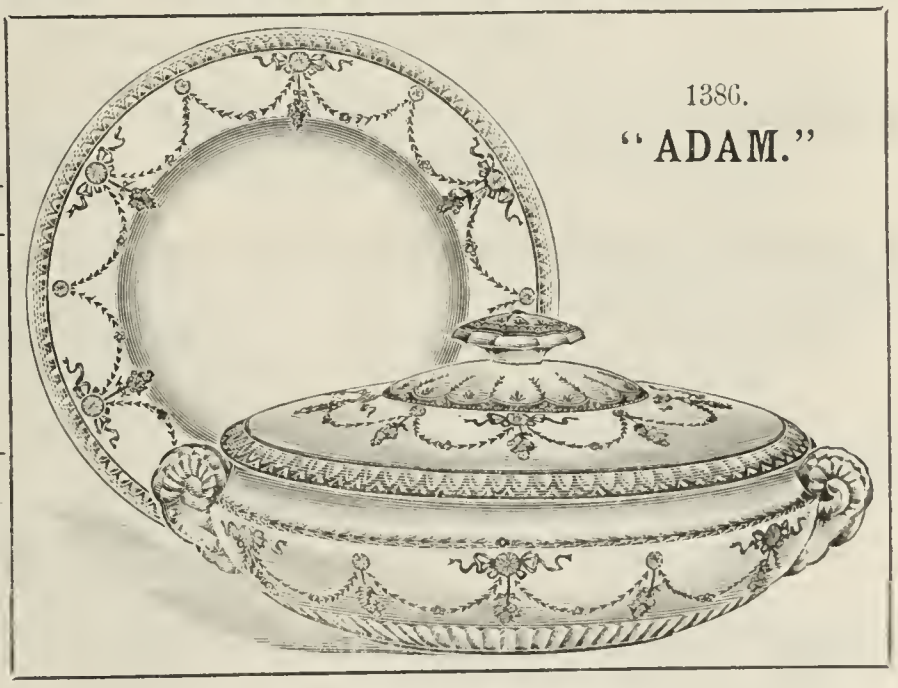
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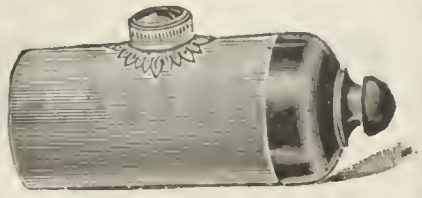
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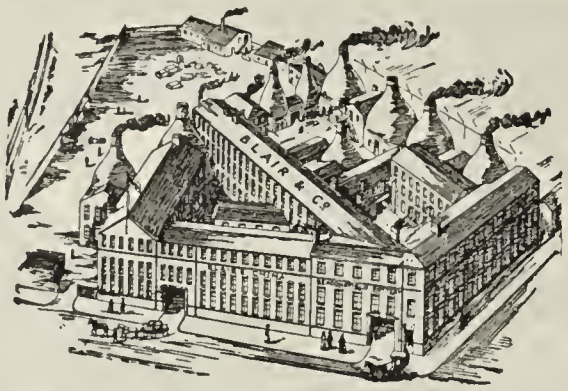


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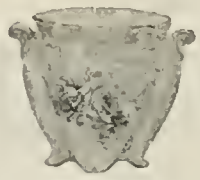
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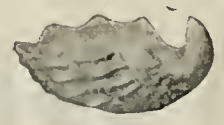
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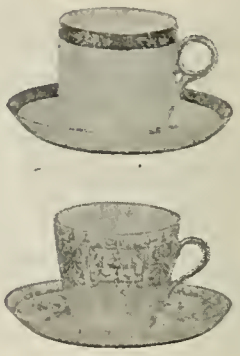




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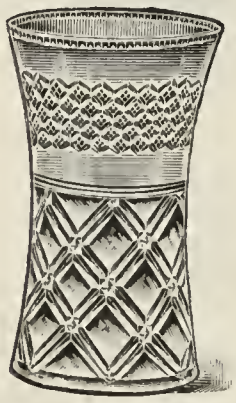
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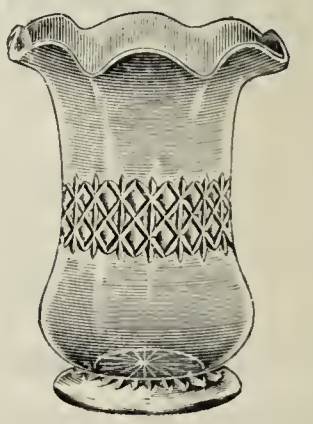


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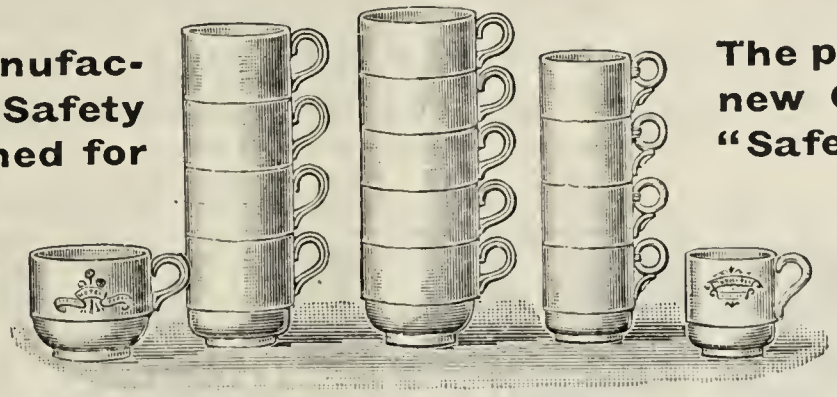


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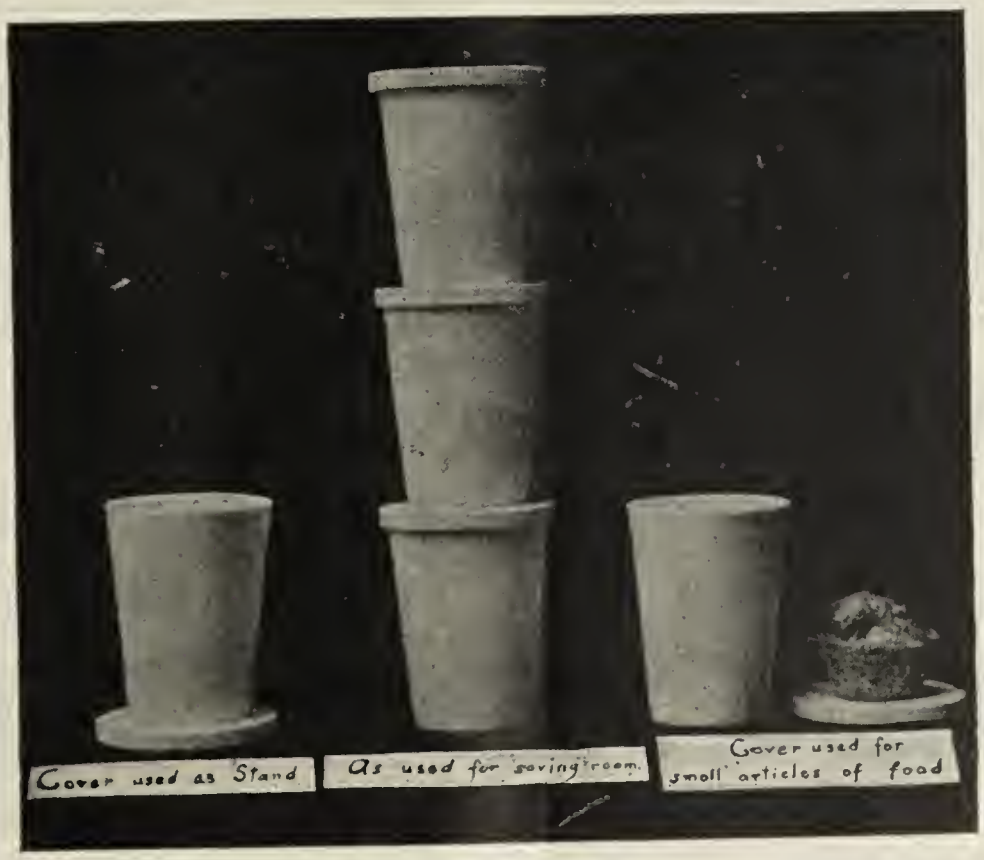
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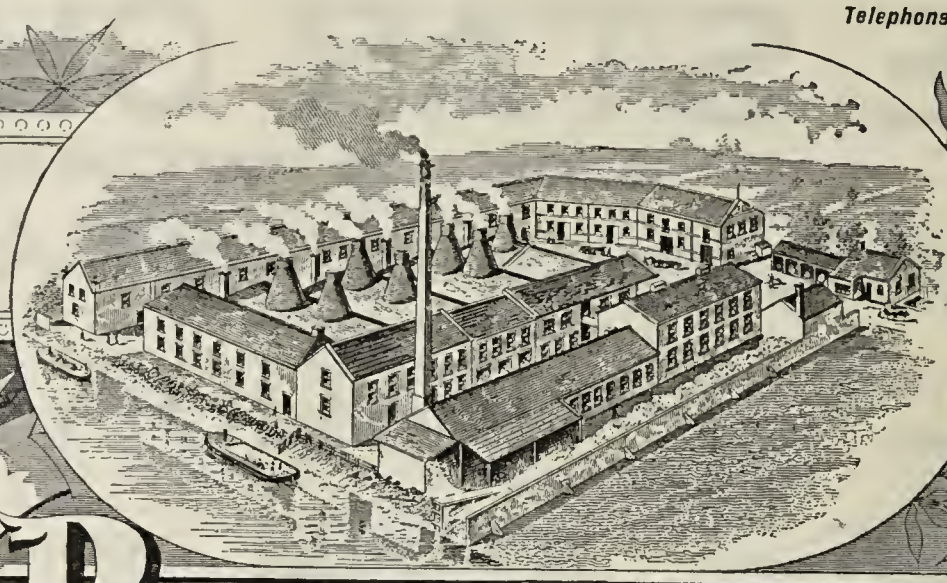
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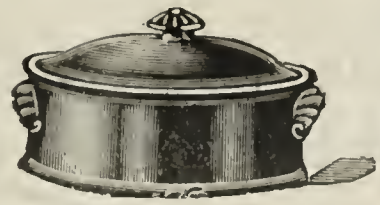
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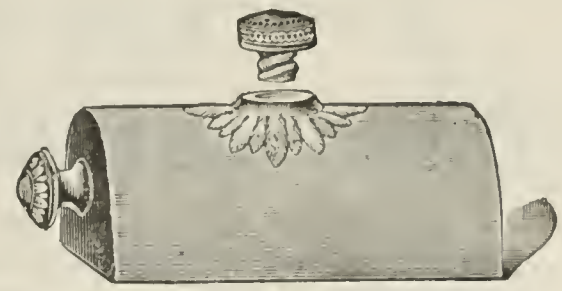
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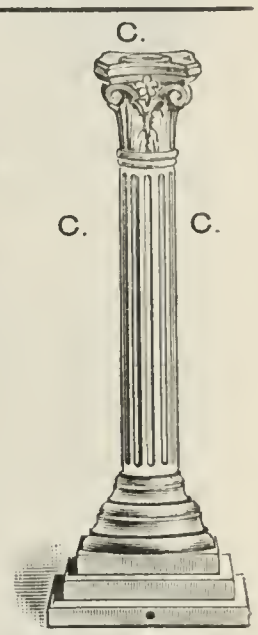
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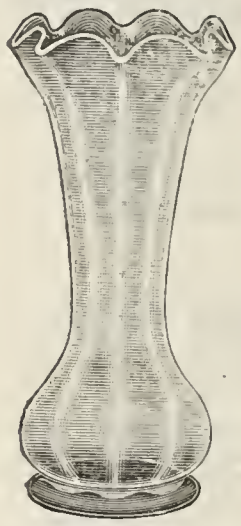


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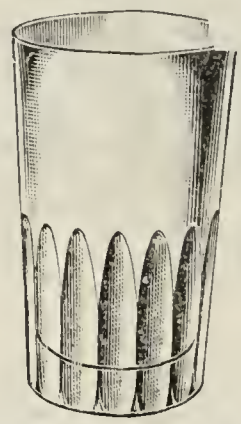
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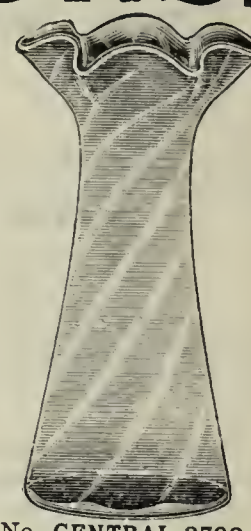
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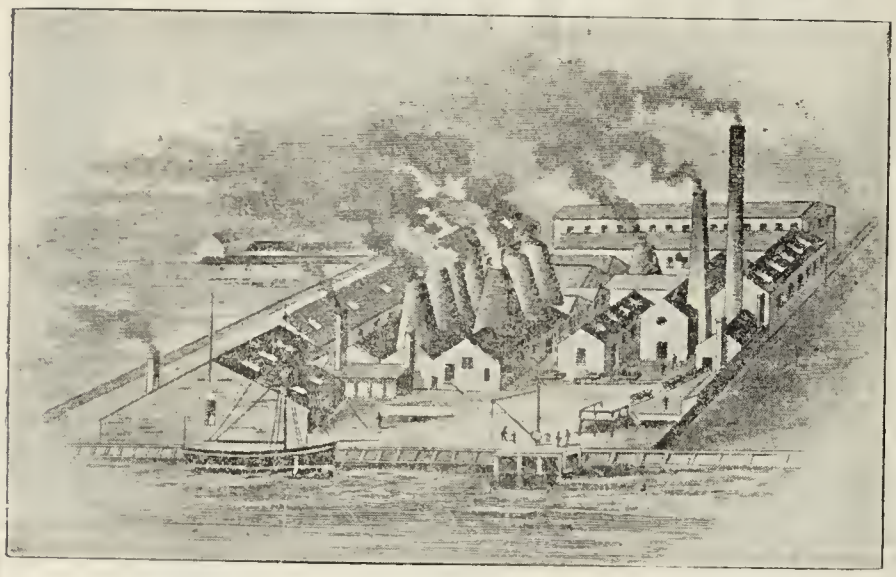
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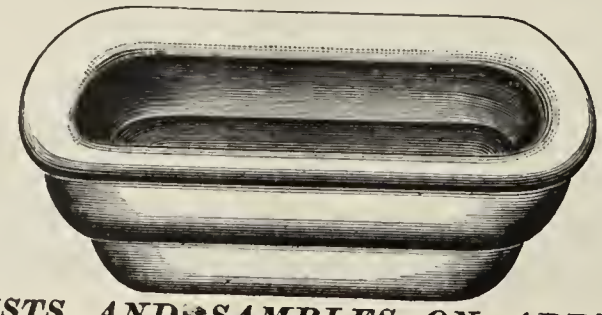
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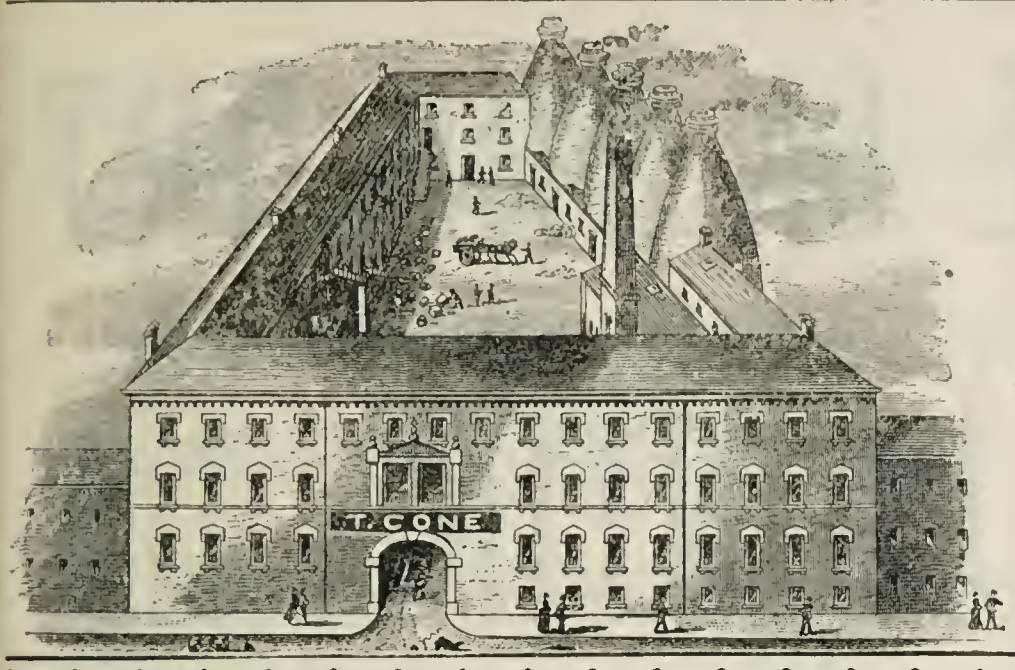
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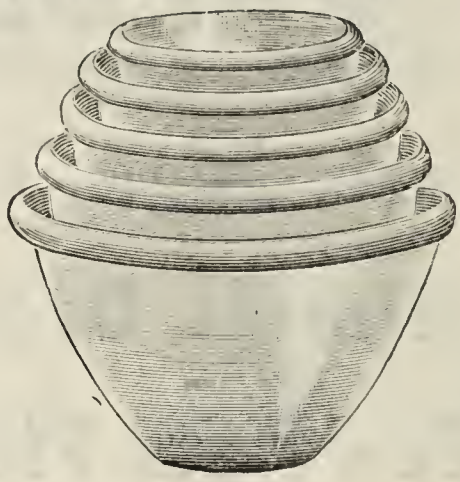
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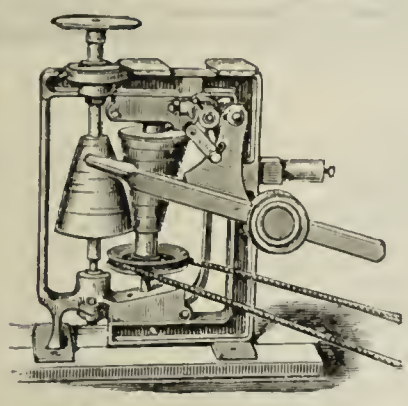




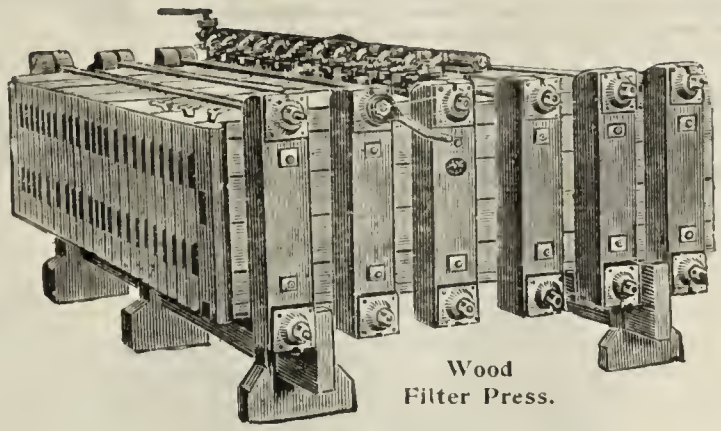


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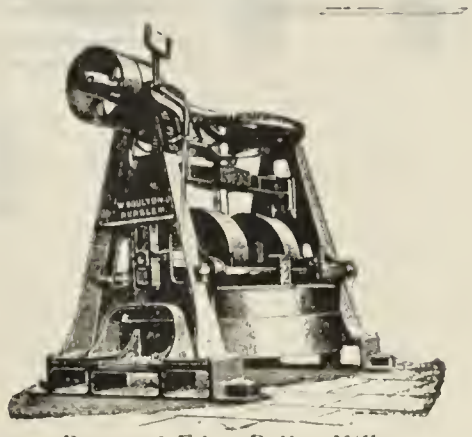
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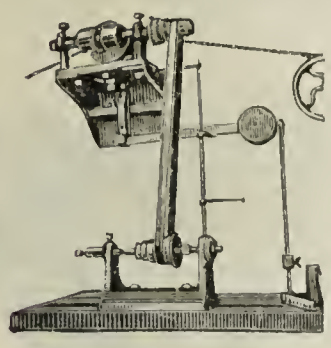
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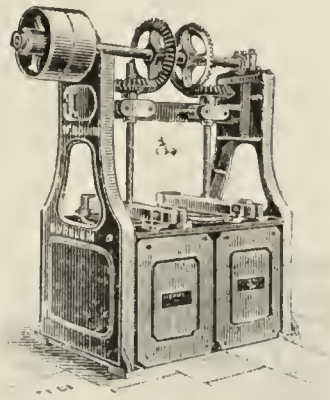
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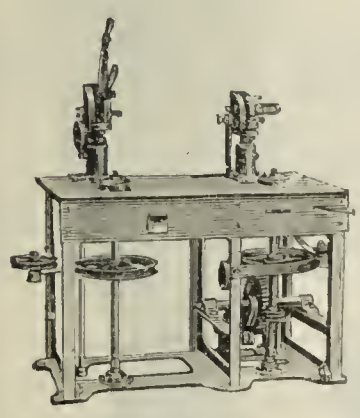
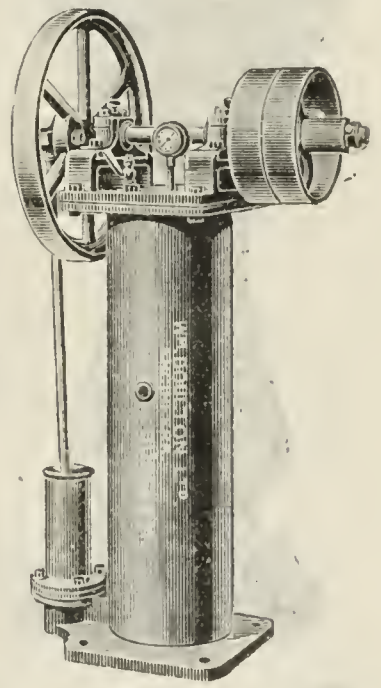
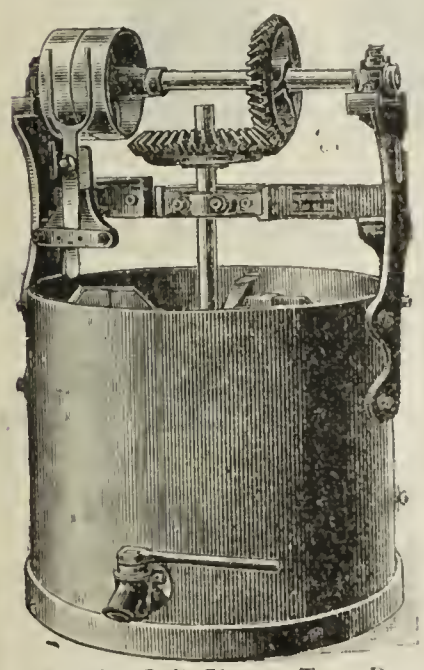


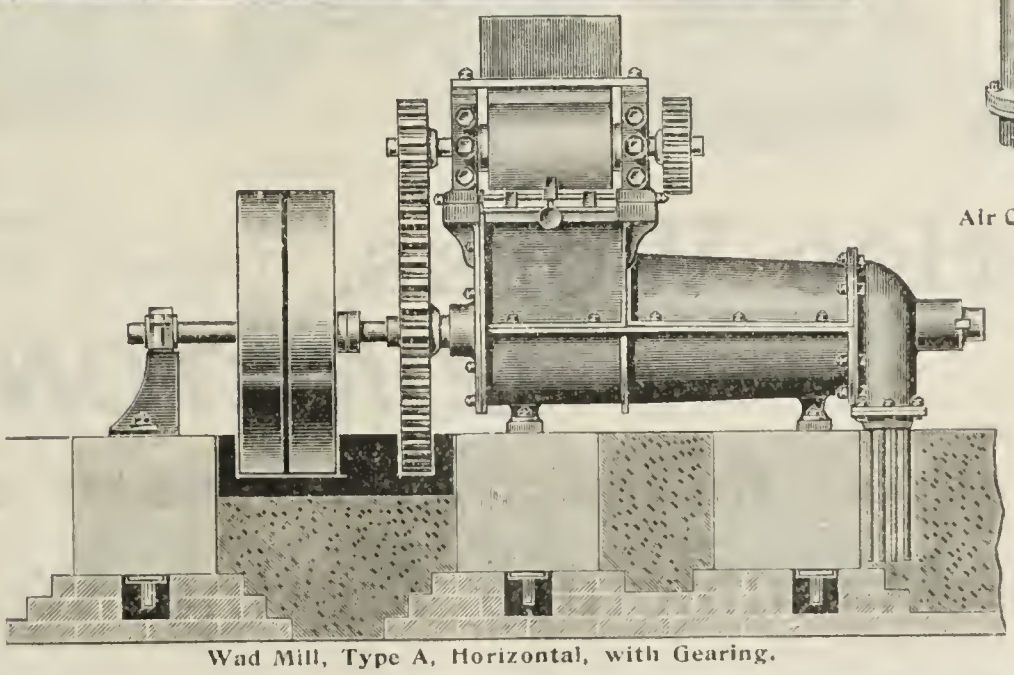
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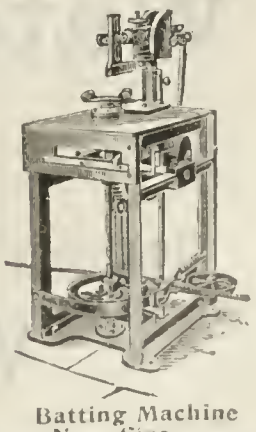
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The Diary for 1907

is now ready, and copies have been forwarded to subscribers whose subscriptions extend into 1907.

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Editorial Notes.

THE SUPPRESSION OF TRADE INFORMATION.

THE policy of the Board of Trade, as recently announced in the House of Lords, in connection with the publication of commercial information, certainly deserves the consideration of business men. So far as we understand, the Board proposes in the future to suppress part, if not all, of the information received from Consuls and from other sources, so far as the general public is concerned, and to impart it only to "large firms and Chambers of Commerce." The plea in favour of this course is that otherwise foreign houses get hold of the information, and use it against the interests of the British trader. Although there has been a tendency of late for the large firms to act like the land-whale in "Pericles," that "never left gaping until he had swallowed the whole parish, church, steeple, bells, and all," yet there are small firms remaining in Great Britain, and some traders also, who are not members of Chambers of Commerce. These small people are, after all, citizens and taxpayers, and it does not seem altogether right that they should be deprived of information to the cost of getting which they have contributed. One would like to know what principle of selection is to be adopted by the Board of Trade, and how large a firm must be before it will be considered entitled to share in the benefits of the trade information collected by the Board. Are we right in assuming that any one who chooses to write for particulars can have them? Even then the small firm will be at a disadvantage, because in numberless cases the knowledge that there is any information whatever to be had will be lacking. It seems perfectly clear that public information obtained by the use of public funds should be public property, and any discrimination in communicating it will be sharply resented. The plea that the foreigner will thereby be prevented from making use of knowledge obtained by the Board of Trade is not very sound unless it can be shown that no agent for a foreign manufacturer is allowed to be a member of any British Chamber of Commerce. The fact is that the important foreign firms can always obtain the information they want through their agents here, and, moreover, they are very little dependent upon our Board of Trade, because their own Governments serve them very much better. Without desiring to indulge in cheap sneers at the quality of the information supplied by our Consuls to the British Government, we may say with safety that it is rarely of such importance or value as to need very careful dispensing; and, as a general rule, it appears too late to be of great service to the commercial community. This is particularly the case with advices as to tenders open abroad. In nine cases out of ten if British firms wait for the Board of Trade announcement of these in the official journal they will have scant time in which to prepare their estimates. It would, undoubtedly, be better if, instead of directing their attention to the careful concealment of information, the Board would take more trouble to obtain prompt knowledge of matters of living interest, and spread that knowledge promptly. The German Consul throughout the civilised world is practically a universal commercial agent, looking closely after the interests of German commerce. The British Government, on the other hand, has not yet quite rid itself of the idea that commerce is vulgar and scarce worth the attention of its agents abroad, if it be not altogether below their dignity. It is a very rare thing to find a British Consul

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with any commercial training. The British vice-Consul is sometimes a commercial man, but in that case he is often, also, a foreigner, and is naturally more interested in the business of his native country than in that of British merchants and manufacturers. To tell the plain truth, the whole Consular system of this country needs to be overhauled and adjusted to present-day conditions if the Board of Trade hopes to obtain information which is worth the trouble of concealing!

A WORD WITH MANUFACTURERS.

WE occasionally give a few "Hints to Retailers," and we have had several expressions of appreciation from dealers who have profited by our suggestions. The receipt of one of these, a few days ago, caused us to think that we might perhaps venture to give a few "Hints to Manufacturers." The first one that occurs to us is not a new one by any means. It is best expressed in the form of of a question that our representatives are constantly putting to pottery and glass makers—a question that we often put to them in correspondence, yet very rarely introduce into this column. "Why do you not advertise in your trade journal?" The answer we most frequently receive is:—"We are well known in the trade, and our travellers call regularly on dealers with samples of our goods. There is no advantage to us in advertising." A hint or two in reply to this may perhaps have more weight if given here than when spoken at a casual interview. Firstly, it would surprise some firms if they knew how frequently we are asked for the London addresses of "well-known" manufacturers, by persons who almost invariably add "We cannot find it in the GAZETTE." Of course, we give the address, and thus do something towards making the "well-known" firm still better known than before. We admit that the majority of manufacturers have enterprising and hard-working representatives carrying their samples. We do not know, however, any firm who have a staff of travellers sufficiently numerous to call on all their customers twelve times a year. The POTTERY GAZETTE does this, and, in addition, goes as frequently to many hundreds of other dealers who might be customers, but are not. But, supposing the representatives of a particular manufacturer do call regularly upon all the principal dealers who subscribe to the POTTERY GAZETTE, those representatives will be the first to admit (we have repeatedly heard the admission made) that an advertisement of the firm's standing lines, and an occasional notice of specialities and novelties, pave the way to good orders. The trade journal advises dealers in distant places of what manufacturers are bringing out before the traveller can call with samples. It describes the chief characteristics of the new goods coming along, and emphasises their good points, so that the traveller finds his work lighter, and his time saved. When the announcement in a trade journal makes a good impression on a buyer or dealer, or even if only his curiosity to see the goods is excited, the traveller when he calls has no difficulty in showing his samples, and, if he knows his business, the rest is easy. It may be said we have our own purpose to serve in giving these hints. We have. We frankly confess that, interesting as our work is, we do not publish the POTTERY GAZETTE just for "the fun of the thing." It will "serve our purpose" if we can by these hints induce manufacturers to advertise; but, we respectfully submit, it will to an equal, perhaps to a greater, extent serve the purposes of the manufacturers and the dealers. We may be excused for saying that the value of a good trade journal in any industry can scarcely be estimated. When manufacturers realise the value of their trade journal as a connecting link between the producer and the dealer, the purposes of maker, dealer, and publisher will be satisfactorily "served."

THE ST. PETERSBURG IMPERIAL PORCELAIN FACTORY.

(SPECIALLY TRANSLATED.)

THE Imperial Russian Porcelain Factory was established in the year 1756. It occupies a position on the Schlusselburg main road at the Nevsky barrier of St. Petersburg. Since its foundation, besides the large quantity of goods produced, an immense collection of precious specimens has been gathered, and may now be seen in the showrooms. In this factory a strong porcelain is made approaching the Chinese product in chemical composition. It is white, small grained, and fairly transparent; a brilliant, quite colourless glaze covers it with an even film. Readers of the "Novoe Vremya" are informed that in the preparation of the paste it is allowed a long time to mature. In China it is left at rest as long as forty to fifty years, or even one hundred years. This leads the writer to observe that in the Russian Imperial Porcelain Factory there is a quantity of paste which has remained in one of the reservoirs since the year 1882, thus undergoing a chemical change, becoming darker in colour and improving in quality. A well ripened paste will yield on firing only one-eighth the number of wasters obtained when fresh paste is used.

In the matter of glazes it is claimed that for variety of application of coloured glazes—blue, red, nickel, grey, violet, cinnamon, green, purple, rose and ferric, the Russian factory surpasses all others in Europe. On the firing of the objects the slightest defect in the texture or the slightest running of colours involves the destruction of the defective article, which naturally makes for the reputation of the factory. All designs used in the factory are by hand; there are no stamps. The simplest design is worked on the porcelain by the hand of a designer. The firing experience gained in the factory shows that few colours can stand up to 1,600 deg., the exceptions being cobalt blue, chrome green, rose gold, and uranium black. It was also found that under-glaze colours become diffused. This difficulty was first solved at the Royal Copenhagen Porcelain Factory. In 1892, the Russian factory, on the initiative of the Danish factory, adopted under-glaze designs, assisted at first by the Danish artists Martensen and Lisberg.

The St. Petersburg Porcelain Factory has had its secrets, one of which at least has accompanied its owner to his grave. It belonged to the sculptor Ivan, who lived in the time of the Emperor Nicholas I. The delicacy of his work is marvellous; it is incredible that it is done in porcelain. The petals of the flowers appear as though plucked from Nature—they are thin as paper, and the filaments are like wire. His work was carried on behind closed doors. His secret died with him. Another claim to distinction on the part of this factory is that the scars formed on the "biscuit" goods after firing can be obviated by an invention discovered in the factory in the form of a machine by means of which the scars after firing can be smoothed down so effectually that only the very closest scrutiny can detect that they have been treated.

From the year 1890 a glass factory has been added to the porcelain factory for the production of works of art in crystal. There is a large grinding department attached to it. It is the only fine art glass works in the country. The general description concludes with the words: "On the whole it may be said that from the artistic, qualitative, and technical points of view the Russian Imperial Glass and Porcelain Works occupy a position of honour amongst the best factories of the kind in Europe."

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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

THE GLASS TRADE.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—As one interested in the British glass trade, I have some thoughts of ordering a sort of trade mourning. What is to be the ultimate end of this ever-extending loss to labour in this once important industry it is impossible to say. One foreign house, who have a large business in the Stourbridge district, can afford to employ a commissionaire as a messenger. How many British glass firms can do the same thing? A few days ago I saw a circular addressed, sent out by a city house who make up a large quantity of fancy goods. In the circular they pointed out that the purchase of British-made goods meant the employment of British labour, and that meant the spending of wages earned in the district where those wages were paid. One customer replied to this circular, that the statement was an "economic fallacy." How and in what way such a statement is an economic fallacy I am unable to make out. A few days ago I heard a city merchant, who is growing rich on the importing of foreign goods, say in a grandiloquent way that imports meant revenue, and manufactures represented expenditure. However, the cut-and-dried dogmas of political economy must be hummed over until they seem in many cases to be accepted without question.—Yours, &c.,

October 15, 1906. ONE INTERESTED.

SECOND-HAND BOTTLES.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I beg to ask you, in the interests of the glass bottle trade, to assist in recovering some of the trade that has been stolen from the worker and manufacturer by the collection of bottles from rubbish heaps and place of filth and dirt. The public should be aroused to the danger of infection and probably death from the practice so prevalent of using bottles again that have come from the sick room of the consumptive, scarlet fever, measles, and other infectious disease. The horrors of the tinned meat from Chicago are equalled by this dishonest and disgusting method of obtaining a cheap and dangerously infectious article. The bottles are even in some cases collected from the premises of the destructor with the knowledge of the sanitary committee. It is a question that should be taken up by all sanitary authorities and all who are interested in public health. In addition, as a worker who has served an apprenticeship and given the best part of his life, it is a matter that vitally concerns my chance of earning an honest living at my trade. I must frankly say I am greatly dissatisfied with the wages I am at present able to earn after devoting my energies and years in order to fit myself for the work, and not only this, but there are hundreds of bottle workers out of employment, who I consider are being robbed by this underhand dealing. How many people care to drink from the same glass as another person, let alone using the same medicine bottles that have in all probability been put to no end of base uses. It is a matter that deeply concerns manufacturers as well as workmen. The profits belonging to the manufacture of glass bottles should no longer be allowed to go into the pockets of unscrupulous secondhand dealers, but, in my opinion, a conference of all interested in the glass trade, both manufacturers and workmen, should be held to suggest and devise means of obtaining legislation to prohibit this revolting outrage upon the bottle trade. I have a second-hand dealer's price list, who has paid 2d. a dozen for the collection. That almost equals the price of the newly manufactured article, and I appeal to you, sir, to do your utmost, in the interests of both the worker and the manufacturer, to stop this pernicious robbery of the health of the public and the profit and labour that belong to the glass bottle industry.—Yours, &c.,

W. MILNES, Gen. Sec.,
National Glass Bottle Makers' Society.

89, Fitzwilliam-road, Rotherham, Oct. 18.

'TIED HOUSES" IN THE POTTERY TRADE.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—I am pleased to see that some one in the trade has taken up the matter re "Tied Houses" in the pottery trade. I presume that "Ceramic" refers to a china manufacturer, but I find there are some earthenware manufacturers who believe in the tied-house system. Some time ago I sent an order to a manufacturer of earthenware in the Potteries for his goods, which I knew I could sell. His reply was that he had enough customers in my town selling his productions (a happy position for any manufacturer to be in when we hear so much about the protection they require!), but I know that his reason for not supplying me was: He was tied to one in the trade some considerable distance from my premises. Another manufacturer I wrote asking for quotation for his wares, for cash in seven days. His reply was that the works were closed for the holidays, and would write me later. I wrote him further in fourteen days for a reply, but I suppose he believes in the tied-house system, as he did not take the trouble to reply. Do you find the German manufacturer tie himself to one house? I have never heard of one yet who does. If you can give him satisfactory trade reference you can get his goods. He does not believe in this blind policy, thereby limiting his turnover in one particular town. Personally I do not believe in sending our cash to the foreigner if you can buy as well in our own market, but this treatment engenders a bitter feeling between manufacturers and retailers, which should not be, and makes the retailer give the preference to the foreigner.

I do not say that all our manufacturers in the Potteries are believers in this blind policy, as I do business with some of the best, and it is a pleasure to do business with them. There must always be two to an agreement, and the retailer that endeavours to put any manufacturer in this position must be a very narrow-minded individual, and I should say believed in the policy of "Live myself but let no others." And manufacturers no doubt find this class of customer are the most unsatisfactory to do business with.

There is not the least doubt that the tied-house system is a bad one for any manufacturer to work on. The fact remains that it is through the retailer he has to supply the public, and if he objects to supply a legitimate trader whose credit is good, he places himself in a false position.—Yours, &c.,

October 9 ONE IN THE TRADE.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—In answer to any representative of any firm who may call upon me I always ask the question, Who is the nearest shopkeeper you supply? If the representative replies that he deals with others near at hand, then I tell him plainly to continue with them. There is an amplitude of choice in the Potteries to select from, and no one shopkeeper can possibly hold a representative stock of all of them. It has always been my endeavour to open with firms who are not represented near at hand, and not to

C. T. MALING & SONS,

TRADE MARK C T M ESTAB^D 1762.

Ford Potteries, NEWCASTLE-ON-TYNE.

EARTHENWARE MANUFACTURERS

FOR HOME AND EXPORT TRADE.

DINNER, TEA, DESSERT & TOILET SERVICES &C., IN EVERY VARIETY OF DECORATION.

ORIGINAL CHROMO-LITHO DESIGNS A SPECIALITY.



HOSPITAL AND INVALID REQUISITES.
DRUGGIST SUNDRIES.
SANITARY WARE.
PHOTOGRAPHIC TRAYS AND TROUGHS.
DAIRY REQUISITES.
POROUS CELLS.
ELECTRICAL FITTINGS.
MEASURE MUGS AND JUGS.
CONFECTIONERS' JARS.
EXTRACT OF MEAT JARS.
WHITE JARS OF EVERY DESCRIPTION.

Careful Attention Given to Customers' Own Specialities.



WATER GROUND FLINT OF THE FINEST QUALITY.

SPECIAL PRICE LISTS ON APPLICATION WITH TRADE CARD.

LONDON - - Sample Rooms, 20, Bartlett's Buildings, HOLBORN CIRCUS. **Agent: G. G. MACWILLIAM.**
SCOTLAND. - „ 51, Buchanan Street, GLASGOW. „ **J. DUNLOP.**

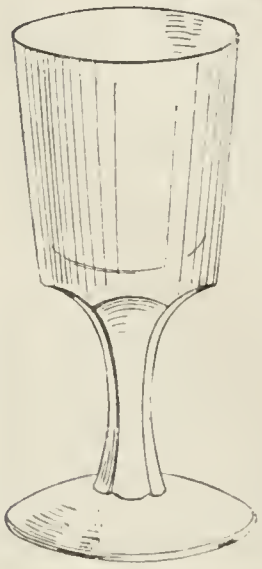
EXCEPTIONALLY FAVOURABLE SHIPPING FACILITIES TO ALL PARTS.

United States Glass Co.,

55, Farringdon Street, Holborn Viaduct, London, E.C.

Our Factories are now working 40,000 Moulds, in which are included all useful and Fancy Lines required by the Trade.

SPECIAL ATTENTION GIVEN TO LICENSED VICTUALLERS GOODS.



384.—Grog.

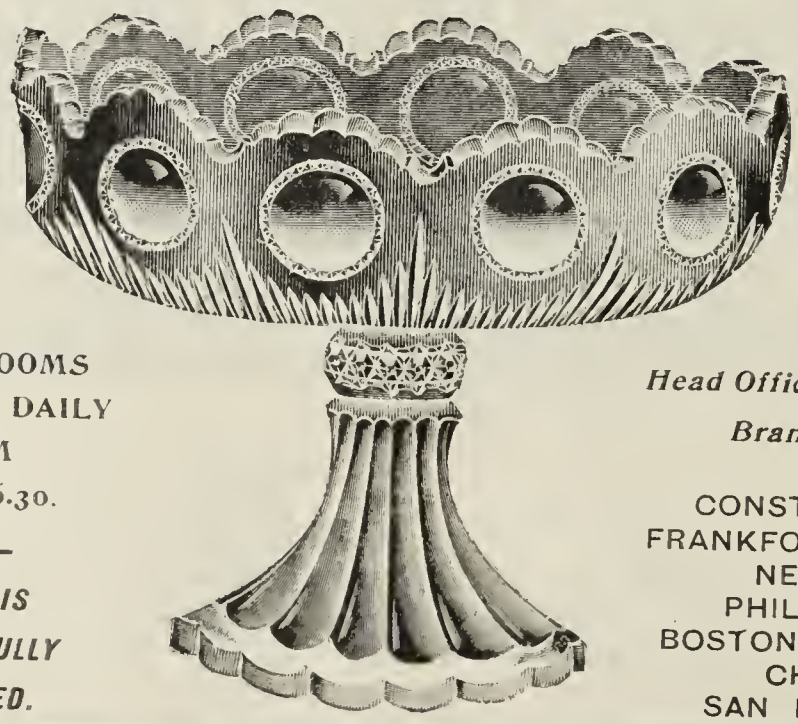
UNEQUALLED FACILITIES FOR EXPORT TRADE.

SHOW ROOMS ARE OPEN DAILY FROM 9.30 to 6.30.

A CALL IS RESPECTFULLY SOLICITED.



Crystal Rock Oval Dish, 8", 9", 10.



15078.—Trifle Dish.

Manufacturers of

PRESSED & BLOWN GLASSWARE,

IN CRYSTAL AND VARIOUS ARTISTIC DECORATIONS.

Head Office: PITTSBURG.

Branch Offices:
PARIS,
CONSTANTINOPLE,
FRANKFORT (GERMANY),
NEW YORK,
PHILADELPHIA,
BOSTON, BALTIMORE,
CHICAGO,
SAN FRANCISCO,
SYDNEY, N.S.W.



16062.—Vase.
8", 12" 16".

look on my neighbour's window and try to filch from him any good line he may have initiated. My wife and I have established a business and have obtained valuable agencies, by sheer hard work, in a new neighbourhood. Who shall say that in a few years, when the time is ripe, some large Stores or Trust may not come along, and, with all the fulsomeness and greed born of capital, demand from the manufacturers I represent the same advantages as I possess? Would this be fair to me who having taken the trouble to introduce primarily into the town the sale of ware never sold in the place before? I think not. Your correspondent, "Ceramic," states that the manufacturer has no safeguard when he grants a monopoly of this sort, &c. I can tell you plainly that he would have no safeguard whatever if he did not. If manufacturers of high-class ware supplied every man who considered himself to be qualified to sell their wares, they would have to supply every Tom, Dick, and Harry in the trade, and cutting of prices would result, and all the attendant inducements to deceit and fraud. I hold myself that every man has a right to build up a business in a proper manner, and that there are plenty of firms to deal with, without loss to himself or injury to his neighbour. I notice your correspondent is favourably disposed to exclusiveness as regards who who shall and who shall not visit his town; and why not the manufacturers on the same assumption say who shall and who shall not sell his wares. If the day trippers to "Ceramic's" town be regarded as "interlopers," then I think the same phrase would equally apply to those whom he terms the "non-chosen." Further, I doubt not that he would be very pleased to exchange the privilege of buying everything in the open market for the distinction of representing a first-class house.—Yours, &c.,

October 9. E. D. H.

AN EXAMPLE TO THE POTTERY TRADES.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—Who ten years ago would have thought that the once powerful and independent "Times" would ever resort to the methods of some tea shops, and give away "presents" in order to induce readers to purchase its issues? However, under American influence it has done so, and is now offering to lend books for nothing and then to sell them at less than cost price to those who subscribe for its copies.

I am not going to say anything now upon this humiliating spectacle of the once leading British newspaper robbing legitimate booksellers of their business by practically "giving books away." I want to draw the attention of glass and china dealers to the spirited action promptly taken by the booksellers in defence of their trade, and to ask why have dealers in our trades remained so absolutely indifferent to the unjust competition of the present-giving tea shops? There is every prospect that the booksellers will defeat the object of even "The Times," and will assert their legitimate right to continue to sell books. Readers who could borrow books for nothing from "The Times" would not be likely to buy them from the booksellers. The booksellers saw this, and immediately united to prevent "The Times" from obtaining books to lend gratuitously. If glass and china dealers had been so energetic the "present shops" would long since have been unable to obtain glass and china to "give away" with their tea.—Yours truly,

ONCE A WHOLESALE DEALER.

London, Oct. 17, 1906.

ANSWERS TO CORRESPONDENTS.

Traveller.—Thank you. It is not suited for a trade paper.

W.—We are sorry we cannot give you the maker's name.

A Dealer.—We cannot trace the makers of the pattern referred to.

Sheffield.—The sample was received and shall be dealt with shortly.

D. T.—The inspector is authorised by the Factory Act to make the inquiry, and you must answer him.

R. M., Liverpool.—We send you the names of three firms who can supply you. Many others make very similar ware.

S., Glasgow.—We have sent you by post the name of a firm who advertise themselves as makers of leadless glaze china.

H. C. & Co., Ltd.—The Davenport patterns and shapes were disposed of to various firms in the Potteries about January, 1888, the business having previously been offered for sale by auction as a going concern in April, 1887, and withdrawn.

H. F. L.—We are willing to do anything (in reason) that we can do for subscribers and advertisers. But we must decline to give publicity to persons who are neither one nor the other. We run our GAZETTE on business, and not on philanthropic lines.

N. & C.—We append suggestions for a circular as requested :—

NAME AND ADDRESS.

THE BEST IN CHINA AND GLASS.

MESSRS. ———— & ———— respectfully invite an early inspection of their new and extensive stock of

HIGH-CLASS CHINA AND GLASS,

now displayed in their showrooms at the above address. They have for some time carried on a wholesale trade in pottery and glass, but have felt that there was a necessity in a town of upwards of ——— inhabitants for a good retail shop devoted exclusively to these goods. As there was no such shop in ———, they have opened one themselves, and venture to say that their choice selection of fine china and richly cut and decorated glass will compare favourably with the stock of any retail shop out of London. From time to time they will show the productions of all the best makers at reasonable prices. Just now they are making a special display of—

————'s famous glass table decorations and richly cut useful glass ware.

————'s flint and coloured domestic glass.

————s' china, tea, breaktast and dessert services.

————'s art pottery.

————'s beautiful semi-porcelain, useful ware.

They also stock the goods of other makers of good repute.

Messrs. ———— & ———— have had a long experience in the wholesale trade, and trust that their new departure in opening a retail shop for the sale of high-grade pottery and glass will meet with the support of the residents in the neighbourhood. Goods not in stock will be obtained with despatch, and the special requirements of customers will have careful attention.

CORRESPONDENTS' INQUIRIES.

B. B. asks for makers' names of hooks and fittings, &c., for displaying china.

Davenport Patterns Wanted.—A firm of Australian shippers wish to trace the names of the present owners of the Davenport dinner ware pattern, No. 1,153. The Editors of the POTTERY GAZETTE will be glad to receive from manufacturers particulars of any Davenport shapes or patterns held by them, and of which matchings can be obtained.

Austro-Hungarian Exports during the three months ending May 31, 1906, included 36,338 m. tons of china clay 16,642,100 kilos. of pottery (about one-fifth porcelain), and 16,596,200 kilos. of hollow glassware.

"BURLEIGH-WARE."

High-Grade Semi-Porcelain.

TOILETS.
DINNER SETS.
FANCY GOODS.

ORIGINAL REGISTERED SHAPES.
ARTISTIC DECORATIONS.
MODERATE PRICES.

NEW SEASON'S SAMPLES IN GREAT VARIETY.

BURGESS & LEIGH,
MIDDLEPORT POTTERY,
BURSLEM.

REPRESENTATIVES:—

COUNTRY :—
MR. A. H. HOLDCROFT.
MR. WILLIAM H. LEIGH.
MR. R. J. HEATH.

LONDON :—44, Farringdon Street, London, E.C.,
MR. J. POINTING
NEW ZEALAND :—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.
AUSTRALIA :—THOS. W. HEATH & CO.,
51, Paling's Buildings, Sydney.

Buyers' Notes.

The Worcester Royal Porcelain Co., Ltd., have just now on view at their London showrooms, 8, St. Andrew-street, E.C., a display of samples that cannot fail to interest even those who are familiar with the beauties of Worcester china. They have a grand display of samples of new forms and decorations in fine porcelains, useful and ornamental. In visiting the London showrooms it is well to bear in mind that notwithstanding the number of pieces shown, they are samples only. The Worcester Company do not keep any stock at their showrooms. This statement enables the visitor to appreciate the wide range of their productions, not only in fine porcelains, but in Worcester semi-porcelain and Royal Worcester Vitreous dinner wares, &c. These really high-class goods have been brought out to meet the growing demand for better-class pottery for domestic purposes. In order to encourage that demand the company are showing dinner and tea ware at reasonable prices. Even middle-class buyers, who form the majority of the average dealer's customers, will now find high-class china and glass well within their reach. We noticed several charming novelties immediately on entering the rooms. Experienced buyers need not, just at present, ask Mr. Porter "What he has new?" It confronts them in nice array on a table in the centre of the room. We can only notice two or three of these pretty novelties, but they may be accepted as types of several others on show. A new "Georgian" border is applied en suite to all table requisites. It is shown to advantage on dinner ware and tea ware. Its chief feature may be described as beautiful simplicity. It will appeal to all who prefer quiet neat patterns to florid ornamentation. It is shown in various colours and always with good effect. The Georgian is a pleasing variation from coloured bands and from floral borders. A very pretty novelty, the "City" morning set, would make an acceptable wedding, birthday, or Christmas present. We are not surprised it has already caught the public taste. It has a china tray, two cups and saucers, sugar and cream, and a tea pot holding just two cups of tea. We give an illustration of it in an attractive decoration. The "City" can be supplied in a variety of ornamentations. Our illustration includes two really first-class shapes in tea and breakfast ware. "The Richlieu" is a revival of one of the company's old shapes. The cup, with its slight taper, is beautifully modelled. Tapered breakfast cups are plentiful enough, and nice ones too; but the individuality of this one is striking and is sure to be admired. Another novelty included in our group is the "Coburg" shape tea and breakfast ware, in blue willow pattern. The "Coburg" is rather a squat cup, with wide mouth, and like the "Richlieu" is a fine form which has long been lying dormant at the works. These are two magnificent shapes, as fresh and as interesting as though they had been newly modelled. We illustrate also a new coffee cup and saucer, the "Blackmore." This is a dainty production both as to form and embellishment. The gilding is exceptionally beautiful. Indeed, the company are showing some superb examples of rich, but not extravagant gilding. It is the quality of the gilding that commands attention rather than the extent of it. We have frequently urged upon dealers the desirability of using their influence with the officers of local clubs and associations which offer prize cups to be competed for, in order to get porcelain vases and cups offered in place of silver. Where there are athletic competitions of any kind, angling clubs, cycling, bowling, or golf clubs offering "cups" there is a good chance for a local china dealer to introduce a porcelain cup or vase as the prize. The Worcester Company have anticipated this trade, for they have produced a handsome loving-cup beautifully modelled, and painted by their well-known artists, that is specially intended for presentation. It is mounted on an ebony plinth, and has a silver plate attached upon which any inscription can be engraved. Amongst other artistic novelties shown at the London rooms are a number of handsome porcelain knife handles. They are richly enamelled, and are suitable for fruit, cake, and paper knives. There are many recent additions to the company's large selection of dinner and dessert patterns—from the neat and inexpensive to the most elaborately ornamented. Both in form and decoration the traditions of Worcester china are fully maintained.



Worcester Royal Porcelain Co., Ltd. *Photo by The Pottery Gazette.*

Burtles, Tate & Co., glass manufacturers, Manchester, have their London show rooms at Buchanan's Buildings, 24 and 26, Holborn, E.C. There is also an entrance to the buildings from Fetter-lane, which brings the buildings quite within the Holborn Circus range of china and glass show rooms. Mr. John Burtles represents the firm in London, and has just introduced a variety of new productions for the season. Flower stands of all kinds are leading features in the samples on show, and épergnes especially are in strong evidence. Beautiful combinations in form and colour

are always to be seen in these goods. The samples for the present season are rich in coloured effects. The new emerald coil glass is a pleasing combination shown in many forms. In addition to epergnes of all sizes and descriptions there are flower holders in endless variety, suitable for table decorations or sideboard ornaments. Some very pretty shapes in rose bowls are made in various sizes. These are shown with the firm's glass rose block and flowers in position. The rose block is a circular block of flint glass, with perforations for taking the stems of cut flowers and keeping them in position. The stems go through into the water beneath. These blocks are made in three useful sizes. A number of quite new shapes in celery vases are shown with neat cut and engraved ornamentations. Some original forms are introduced, and many new and neat decorations are included. These celeries are adapted for use as flower vases. In coloured goods there are many attractive combinations. The firm's popular uranium is shown with green. There are also opal and green and flint



Porcelain Presentation Cup, with Silver Plate for Inscription.

and green. Any of the goods can also be supplied in ruby, which is one of the firm's leading colours. New suites in table glass—cut, etched and engraved—are in great variety. Small stands for table decoration include a new white rose stand. The flower is the receptacle, and stands have one, two or three of these. These are companion stands to the firm's "red rose" stands. Incandescent shades, new shapes and new etched patterns, are shown. The firm show samples of shades and globes for all kinds of incandescent gas and electric fittings.

Mr. Herbert J. Colclough, Goddard Works, Longton, manufacturer of china and majolica, has his London show-rooms at Brousson's agencies, 8, Dyer's-buildings, Holborn, E.C. The company have long represented him in London, but it is doubtful if they have ever shown such a fine range of his goods as they now have on view. Conspicuous among them is the well-known "Queen's" white china, of which a large variety is shown, including a number of tea sets at moderate prices, and a variety of stock china. Mr. Colclough's faith in the permanency of his Queen's white as a stock line is indicated by the fact that he has recently remodelled practically the whole of his shapes. Dealers who are not familiar with china manufacture will not know the great cost incurred by this. His range of tea ware is very great, commencing with inexpensive but neatly printed patterns, and including all grades up to richly ornamented sets. There are many new shapes and decorations on show in all the prevailing styles. For bazaars and Christmas shows he has a good selection of present ware, consisting of views, plain or coloured, and badge and motto ware. He shows coats of arms, crests, and monograms in colours at reasonable prices. Mr. Colclough claims to offer good English china at the prices usually paid for foreign goods. If our manufacturers will only do this we shall have no uneasiness about the future of our china trade. He supplies special lines for shipping, hotel, and restaurant purposes. Samples of majolica flower pots and hanging pots in neatly embossed patterns are shown. **The British Anchor Pottery Co., Ltd.,** Longton, are also represented by Brousson's Agencies, 8, Dyer's-buildings, E.C. They are manufacturers of earthenware, principally toilet ware, dinner ware, and jugs. In all these they have a number of novelties, particularly in decorations. They have quite a large variety of shaded effects on toilets. Their "Lily" and "Iris" shapes are shown in many new styles of ornament. They are both good shapes, and look well either in printed, shaded, or coloured decorations. "The Prince" is a new dinner shape, with a very satisfactory oval vegetable dish. "The Prince" is lightly modelled, and is shown in several pretty printed patterns, in Canton, French green, and dark electric colours. There is a good all-round selection in dinner shapes. The company has greatly increased its range of jugs. The new shapes (of which there are several) include some very good embossed designs. They are showing a seasonable line in pudding bowls; these have a double rim for securing the string which holds the cloth in position. These bowls are supplied in all sizes. The company have lately brought out a rich decoration, which they are applying en suite to all miscellaneous pieces in their "Queen" shape. There is a broad printed border of neat design and gilt. This is their No. 1,932 decoration, which has been received so favourably that other decorations en suite will follow. **Watson & Co.,** Stourbridge, are represented by Brousson's Agencies, who have a full line of samples of their specialities. They are well-known makers of flower stands, and these they produce in great variety. They aim at providing a good-looking epergne for little money. The new goods indicate a marked improvement, especially in coloured effects. They make flower stands, vases, and fancy goods, but flower stands are their principal line. Some of new pattern epergnes have the stand dulled by acid, and the tips of the flower holders in shaded colours. The effect is pretty, and quite a change from the bright glass. The dead ground throws up the shadings in a pleasing manner. A good range of flower tubes and small fancy pieces is a useful addition. **Schulz & Co.,** makers of useful china, are also represented by Brousson's Agencies. There are many new shapes and patterns on show at Dyer's-buildings. It is, of course, foreign china, but the shapes shown are produced expressly for the British market. **Gustave de Bruyn** shows his fine collection of large vases, pedestals, and pots at Messrs. Brousson's rooms. His pieces are not only remarkable for their size, but command attention by the skill shown in modelling and decorating them. Messrs. Brousson represent manufacturers of Belgian table glass, and show a room full of samples of wines, tumblers, decanters, water-bottles, sweets, &c., plain, and in various decorated patterns. Their show-rooms in Dyer's-buildings are always open.

Fisher & Ludlow, Ltd., Albion Works, Red-street, Birmingham, are designers and manufacturers of heraldic and artistic specialities in metal. They manufacture art goods for Christmas, birthday, and wedding presents. For Christmas displays their productions afford a very pleasing variety, and will be attractive additions to a fancy counter or a window devoted to Christmas novelties. It is a first necessity for a dealer to do something or show something that will cause the public to look at his window display. Some of Messrs. Fisher & Ludlow's novelties are calculated to have that effect. This is the season when table decorations are in demand. Within the last few years the ornamentation of dinner, tea, and supper tables has become the rule in all respectable families, instead of being limited, as it used to be, to the wealthy classes only. We form our estimate of the good taste of our hostess as much by a glance at her table decorations as by her dinner or tea service. Manufacturers have met this artistic taste (indeed, if they have not created it they have done much to foster it) by the abundant provision of beautiful yet comparatively inexpensive table ornaments. Amongst these must be included the "Silver Tree" table decorations, manufactured by Messrs. Fisher & Ludlow. These are original artistic designs, silver-plated on white metal, and enamelled with transparent enamel. They take the form of epergnes, archways, fruit and flower stands, three-cornered rustic stands and sets consisting of centre piece and two side pieces. One of the last-named is called the "Queen Alexandra" set, as it was supplied to her Majesty, and is a charming conception. Fig. 1 shows an epergne as in use. It is twelve inches high, and has a movable top, so that when required the base can be used alone. Fig. 2 is a rustic epergne seven inches high. These stands are made in many sizes and a great variety of forms. A chrysanthemum stand, for instance, is made in several sizes, each with a tall centre vase and several smaller vases round the base. There are centre pieces, side pieces, and corner pieces forming complete table sets in several designs. When filled with flowers, berries, or fine grasses these make pleasing decorations. All pieces are carefully enamelled to prevent tarnishing, and are easily kept clean by dusting with chamois leather only. Fig. 3 shows one of a number of electro-plated fern pots. The one shown has an up-to-date "new art" ornamentation. The company are also making table centres to take large flower pots.



FIG. 1.—EPERGNE.

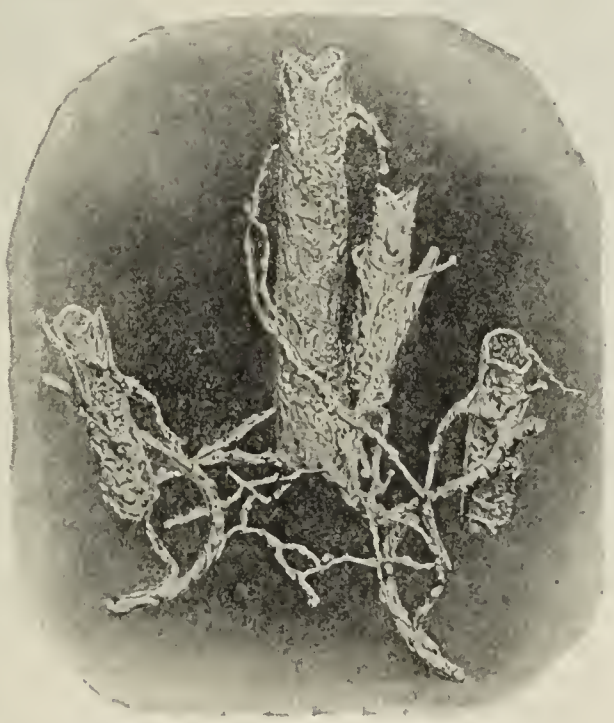


FIG. 2.—RUSTIC EPERGNE.



FIG. 3.—FERN POT.

The Atlas China Co., Ltd. (late Chapman & Sons), Atlas Works, Wolfe-street, Stoke-on-Trent, have a large assortment of samples of their goods always on show at their



London rooms, 13, St. Andrew-street, E.C. Mr. Chapman himself was at the rooms on the occasion of my recent visit, and he has some good things for the Christmas trade. The company are following much on the lines of the late firm in giving their attention principally to tea and breakfast ware. These they produce in a great number of good shapes. The features in their china upon which they particularly pride themselves are its fine quality, thinness, and transparency. The samples shown are tastefully designed and attractively ornamented. The "Devon" and "Lotus" shapes are not new, but they are excellent designs, and are shown with several quite new decorations. The company are showing a novelty which will commend itself to everyone who wishes to see the trade in fancy china brought back to England. "Brought back" is the proper term, for it will be admitted that the bulk of what we call "fancy china" goods seen in our shops at present is of foreign manufacture. It has long been urged by retail dealers that this is accounted for by the fact that not only

is Continental china much cheaper than British, but by the greater facility afforded the dealer by foreign makers in the manner of delivery. Most of the Continental houses deliver their goods nicely boxed, so that distribution by the dealer is safer and more expeditious, while there is no charge for the packages or packing. The Atlas China Company are adopting that plan with tea sets they have just brought out for children. These form the most interesting and useful present a child could desire. They call it "The Nursery Rhymes" tea service in English china. The set consists of tea cups and saucers, teapot, cream jug, and sugar basin. Scenes from a nursery story are illustrated on the cups and words describing the pictures are found on the saucers. The little ones will be interested in placing each cup on the saucer which bears the rhyme relating to its picture. In the complete set you get the tale fully told. These are carefully packed in a strong box, as shown in the illustration, and if required the box can contain a set of plates in a tray underneath the cups and saucers as shown. The nursery tale told on the set we illustrate is the history of "Red Riding Hood." All the more familiar nursery rhymes are treated in the same way. These are not toy cups and saucers—they are large enough to be used by children at their meals, and as they are good china, nicely decorated, the cups and saucers may well be used by "grown-ups" for afternoon coffee. The illustrations for these nursery rhymes have been expressly designed for the Atlas China Company by Mr. John Hassall, R.I., and are all protected by copyright. We are told the Continental methods have been so far followed that a large stock of these boxed goods has been prepared in advance, and orders can be quickly executed. The company are busy preparing these and similar lines for future delivery. The samples we have seen are well finished, which certainly cannot be said of most of the boxed china from abroad.

Grimwades, Ltd., Winton, Stoke, and Elgin Potteries, Stoke-on-Trent, have large and central show rooms at Winton House, 13, St. Andrew-street, London, E.C., under the charge of their representative, Mr. John Sayer. The company make a point of always having something that a dealer can place in his window as an attractive novelty. This season they have quite an abundance of new forms and decorations in all departments. When I called at their rooms a few days ago I found Mr. S. R. Grimwade there, with some new arrivals in toilet ware, dinner ware, teapots, flower pots, and cheese stands. These have been specially got up for the Christmas trade, and a good stock of them is on hand. Nevertheless, it is desirable that dealers should place orders for Christmas without any delay. We understand the firm are busy with export orders—another reason why home orders should be given at once. The new goods in toilet ware are very striking. The "Royal Georgian" ware forms quite a distinct class from any pottery previously shown. It has a tall ewer and deep round basin, with decorations in the "Adam" style. The pieces are quite plain (that is free from embossments), ornamented with various patterns, all in narrow perpendicular lines (coloured grounds and flowers) with ground shading between. In some cases these lines are solid colours, with lines of roses between them, and in others roses are introduced on the coloured lines. These are after the designs of wall papers of the Adam period. There are celeste, pale yellow, and heliotrope stripes or lines, and all in burnished gold. The decorations are outside the basin. Another ornamentation in the "Adam" style has a small green leaf border round the neck and handle of the ewer and round the top edge and the foot of the basin, with a band of roses and green scroll round the bowl of the ewer, with the same roses round the inside and the outside of the basin. Another novelty is the "Athenæum" toilet ware. This consists of a number of pure classical shapes—the "Tiber," the "Memphis," the "Attica," the "Pharos" and the "Antique." All these forms are appropriately ornamentad. Perhaps the most severely classical of all is the "Attica," with its tall, vase-like ewer and slightly flanged basin. The body (in both pieces) is white, the neck and handle of the ewer are plain light green, with a conventional pattern in darker green immediately under the solid colour. The same treatment is on the outside of the basin. These shapes and patterns are all inexpensive. There are too many novelties in toilets to enumerate, but a tall shape with small scattered roses all over a plain surface is worth special mention.



FIG. 1—THE "REGAL" SHAPE.



FIG. 2—THE "NATIONAL" SERIES: ENGLAND.

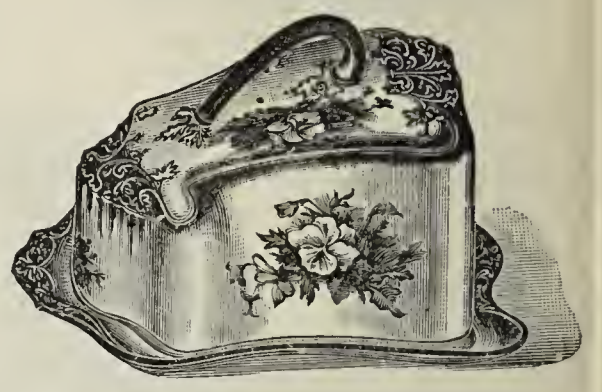


FIG. 3—SMALL "BYRON" SHAPE.

Some rich effects in bright colour combinations and new glazes are attractive lines. The new dinner ware is full of life and variety. The "Myrtle" shape, decorated in various "Adam" styles, is shown. The shape is also decorated in rich Japan colour combinations (sometimes called Crown Derby styles). The company are showing a large collection of teapots which presents ample choice both in shapes and decorations. We give an illustration of "The Regal" shape. This is a handsome and useful shape. It has neat embossed panels and a patent slide lid. There is a good show of flower pots in many shapes and decorations. The "National" series of flower pots is going well. There are the "English," "Scotch," "Irish," and "Welsh" series. The pots have dark grounds (of various colours), with the national emblems in light embossments and the national motto round the neck of the pot. We give an illustration of the "English" flower pot. The others are on the same lines. The company are very strong in cheese stands and covers, of which many artistic shapes are shown. They are even more diverse in their decorations, and some excellent floral patterns are amongst them. We illustrate the small "Byron" shape. It is prettily decorated in various colours. Many very pleasing decorations applied to table ware *en suite* are shown. One of the new suites is the "Brenda," a very attractive and pleasing up-to-date decoration. It has pretty sprays of orchids shaded in various colours—peacock

blue and lemon yellow—finished in gold. The "Myrtle" suite is one of last year's patterns, but it is a neat design in the "Adam" style, and is still in demand. If any reader thinks I have not mentioned novelties enough to interest him, he will find plenty more at the show rooms.

Mr. Lincoln Taylor, 14, Furnival-street, Holborn, E.C., is an importer of all kinds of foreign china and glass. Mr. Taylor has had a long connection with this particular branch of business. He was for many years associated as manager with Mr. W. Erhardt, in Bury-street, whose business he took over. His rooms contain samples of Dresden, Berlin, and Vienna specialities in abundance, including specimens of birds, &c., which he imports direct from the Royal Meissen Factory. One of several new lines recently introduced is called Lunéville ware. This is an opaque porcelain, light in body, but of strong texture. There are toilet services, dinner ware, dessert ware, and a large collection of miscellaneous pieces in Lunéville ware. It is active. These are very different from ordinary pottery animals; the difference is in their favour. Mr. Taylor has evidently a good house—probably more than one—for trinket sets, of which good specimens are shown. He imports a large and miscellaneous assortment of glass ware. He has a remarkable collection of samples of hock glasses. He makes a speciality of these, and shows a greater variety than I have seen in one room. There are many new and original designs among them, including several pretty enamelled ornamentations. Mr. Taylor is looked upon as a specialist in this particular line, and many of the forms and styles of decoration are his own suggestions. He supplies liqueurs to match any of the stock patterns. Several other novelties in glass are shown, such as quaint flint bottles and jugs, square shape, with external notches down each corner. Caraffes and ups, and oil or vinegar flasks are in very light glass in delicate tints. Mr. Taylor breaks bulk of all in London. He has a large stock always on hand, and dealers



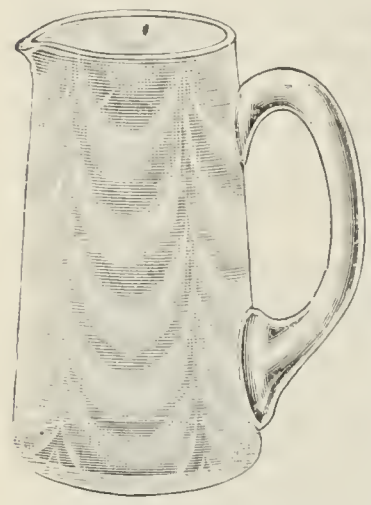
MR. LINCOLN TAYLOR. *Photo. by "The Pottery Gazette."*

decorated to suit all tastes. Some of the ornamentations are strikingly original in design and bold in execution. On the other hand, there are patterns characterised by quiet simplicity. Among the former decorations is a series—"Les Coqs"—showing the popular farmyard birds in very active mood, and among the latter some delicately outlined floral decorations. We illustrate a group of sundry pieces in this Lunéville ware. A stock of this is always kept in London, and samples of these and the numerous other Continental goods handled by Mr. Lincoln Taylor may always be seen at his showrooms. Another novelty shown is St. Clément faience, which is represented by a large variety of interesting, useful, and quaint pieces. The collection of figures is of most diverse character, and includes the productions of many makers. There is a fine range of pedestal figures representing the arts, and in contrast to these there is a group of well-modelled animals. There is the British lion, with dogs, cats, rabbits, &c., couchant or who require a mixed package of useful and fancy goods for their Christmas trade can obtain it from him.

Wardle & Co., Ltd., Washington Works, Hanley, having achieved great success with their Imperial Rockingham ware, have now followed this up with their Imperial blue and gold Iris ware, and are now supplying the decoration to vases, jugs, flower-pots, toilet ware, &c. The deep blue tint stands out with striking effect against the rich gold of the background, and probably this production will be considered the chef d'œuvre for the season of this progressive firm. It should be an attractive line for the Christmas trade. Their Poma and Fauna branches of useful and decorative objects continue in leading demand in the best retail houses in London and the Colonies, and in pâte-sur-pâte decorations new and charming combinations of exquisite glazes are constantly being produced in pedestals, pots, floor vases, and in large pieces especially adapted to this style of ornamentation. In green glaze dessert ware

Wardle & Co., Ltd., are experiencing a revived demand, and they consider this likely to continue, as the variety of shapes provided by them will keep the novelty from wearing off these lines.

The Anglo-Belge Glass Association, Ltd., 13, St. Andrew-street, London, E.C., are offering some good lines in crystal and demi-crystal table glass. They have greatly increased the number and variety of their samples, the new goods for the present season including choice cut and engraved decorations. The cut patterns are good in design and neatly executed. The new decorations are applied to table services throughout, including wines, tumblers, spirit bottles, decanters, water jugs, sugars, creams, butters, pickles, biscuit boxes, caraffes, bowls and dishes. They have a large assortment of shapes in celery glasses, with several new forms included. New decorations of a pleasing character give buyers a large assortment to choose from. The Association have added to the number of their crystal water jugs. The "Old English" jug is a capital reproduction of the squat water jug, with rather wide mouth and serrated edge, which was at one time so popular. There are many excellent jugs. An interesting novelty is what they call "Festoon Optic" glass. We give an illustration of a jug in festoon optic glass. The graceful curves which constitute the ornamentation are an agreeable change from cutting and engraving. The barrel-shaped jug is a nice variation from the straight or taper jugs. The samples include a large selection of miscellaneous pieces. Cut crystal salts in several sizes, a new range of sweets and fancy dishes and bowls, marmalades, honey pots and covers. The "Rosetti" sweets is a pretty shape, with a neat decoration and cut star bottom. It is in several sizes. Flower vases, tubes, and specimen glasses are always prominent lines in the Association's samples. They have had a good run with the new lines they brought out this year, and are now busy stocking some attractive novelties for next season. They are not showing them yet, of course, but they will be out in good time for next season, and will be in stock ready for prompt delivery as soon as required. The range of pretty shapes and delicate colours is being greatly extended. The samples now on show include a large number of pretty fancy pieces suitable for Christmas trade; these are in flint and colours. We are told that, including useful and fancy goods, the association supplies no fewer than 3,000 different items.





David Methven & Sons, Kirkaldy Pottery, Kirkaldy, are very opportunely drawing special attention to the "Perfect" pudding bowl, made under Lawson's patent, of which they have secured the manufacturing rights. The time is approaching when pudding bowls will be in great demand, and dealers will do well to order their supplies early. The object of this invention is so to secure the cloth as absolutely to prevent the string by which it is fastened from slipping. Hitherto it has been considered sufficient to tie the string immediately under the turn-over rim of the bowl. It has frequently happened, however, that the string has slipped down the tapering bowl, the cloth has become loose and the pudding spoilt. In the "Perfect" bowl there is a band running round the basin parallel with the rim, thus forming a groove in which the string is tied, and out of which it cannot slip. These bowls are made in all sizes, and as a good stock of them is always on hand at the works orders for them can be executed promptly.

Owing to an error, an article under "Buyers' Notes" in reference to the firm of Mr. W. H. Vickridge, of 37, Union-street, Borough, S.E., was inserted in our October issue without having been revised. We regret if the article in question has given rise to any misapprehension.

RETAIL TRADE CONDITIONS.

COMMERCIAL and political economists have for a long time been discussing this question in its application to the general trade of the country. Believing that some good would result from a discussion of it limited to the pottery and glass distributing trades, we have initiated such a discussion, not however by professional economists, but by the retail traders actually engaged in such distribution. In an effort to ascertain the defective and weak points in our retail trading methods, and the most likely means of correcting and strengthening them, views and opinions founded on the experience of intelligent men actively in contact with them are of much greater value, in our estimation, than the opinions of mere theorists. We have obtained the written views and opinions of some hundreds of retail dealers in all parts of the United Kingdom, and we purpose classifying those opinions, and submitting a summary of them for the consideration of our readers. In some cases we shall give the dealer's views in his own words. Every dealer who has favoured us with his views has signed his communication, so that we have the best authority for the statements we shall make. We do not, however, propose to mention any of our correspondents by name, as our wish is to focus the opinions of the entire retail trade, if we can possibly do so.

We have for some time been convinced that the chief cause of the decadence of the retail glass and pottery trades has been the isolation in which individual dealers have apparently rejoiced. We do not know any other industry in which the retail shopkeeper has "kept himself to himself" so exclusively as in our trades. The weakest point in our industry has been, and is, lack of organisation and positive disinclination for co-operation among retailers. A very praiseworthy effort is being made by the United Kingdom Association of Glass and China Dealers to remedy this state of things, but the amount of support it is receiving is very trifling compared with the labours of those who are promoting it. We wish that association every success, and hope to supplement its efforts by the course we have adopted. If a large number of thoroughly representative glass and china dealers could meet, and discuss their trade grievances and difficulties, they would stand a good chance of formulating schemes for mitigating the former and overcoming the latter. The association has tried to secure such a meeting and has failed. We have therefore approached members of the trade individually, and have obtained from many hundreds of them written statements of opinions which we may assume they would have expressed

if they had attended such an aggregate meeting of the trade as we have referred to.

During the last fortnight we sent from our office by post the following circular letter and list of questions to glass and china dealers throughout the United Kingdom :—

THE POTTERY GAZETTE,

19, *Ludgate Hill, London, E.C., October*, 1906.

To the Trade.

Dear Sir,—We shall be obliged if you will kindly reply, in enclosed stamped envelope, to any or all of the questions below. Our desire is to gauge the general views of the Trade. *On no account will your name be used in any shape or form.*

Thanking you in anticipation of reply,
Yours truly,
Editors, "Pottery Gazette."

1. Are your Sales of Foreign Pottery and Glass increasing ?
2. If so, kindly say in what particular line you find this the case ?
3. Can you account for this ?
4. Do you charge the same percentage of Profit on Foreign Goods as on British ?
5. Could you do more trade with British Manufacturers if they adopted the system of Foreign Makers, and quoted prices to include free Package and free Delivery ?
6. Do Foreign Manufacturers or their Agents give you the same Credit facilities as British Manufacturers ?
7. Are "Stores," or Shopkeepers in other trades who now stock Pottery and Glass much in evidence in your District ?
8. Is it possible for the exclusive Dealer in Pottery and Glass to still hold his own against these distributors ?
9. Have the Advertisements in Newspapers and Magazines offering to supply Goods to the Public "direct from the Works" had any appreciable effect in your District ?
10. Are there any special disadvantages acting against the China and Glass Trade in your immediate District ?
11. Do you find the British Manufacturer or the Foreign one more ready to take trouble with your Orders for Special Shapes and Patterns ? If your answer is in the affirmative, we shall be glad if you will kindly give us illustrations.
12. Have any cases of the deliberate copying of British Shapes and Patterns, or the use of British Names by foreigners come under your notice ?

General Remarks :

We shall endeavour to give a summary of the numerous and instructive answers to these questions in our next issue.

If any of our subscribers who are retailers have not received the circular mentioned above, we shall be glad if they will favour us with their replies to the questions asked. It will be sufficient if they state the *number* of the question in each case and then add their remarks. It is not necessary to write out the questions. We should like their name and address, but not for publication.

The Pottery and Porcelain imported into Indo-China is largely of Chinese manufacture for native use. The import last year was as follows :—Hong-Kong, £64,896 ; China and Japan, £21,688 ; France, £15,458 ; United Kingdom, £3,874 ; other countries, £1,833—total, £107,749. In the import of glass and crystal France appears to have only about 53 per cent. of the trade, supplying £33,881 out of a total value of £63,652. China and Japan come next with £14,165, and then Hong-Kong with £9,555.

Empire Notes.

Canadian Glass and Pottery Imports.—During the twelve months ending June 30, 1906 (according to the official statistics just received), Canada imported $1,692,359 worth of earthen, china and granite ware ; of this total the United Kingdom supplied $987,180 worth and the United States $275,359 worth. Both these shares have increased, but that of the United States shows the larger proportional advance. The value of the import from other countries has slightly declined, but the total was $56,145 above that of the preceding year. The imports of glass, other than plate or window, were valued at $1,208,614, showing a steady growth. The shares of the United Kingdom, $193,076, and the United States, $617,526, have increased, but that of Germany, $138,422, has fallen off.

China Clay in Victoria.—Acording to a report of the Victorian Department of Mines, the kaolin and other clay deposits of Victoria, both pottery and pigment clays, are numerous and valuable, but, except near Melbourne and Bendigo, attention is confined to ordinary brick clays, while pigment clays are almost entirely neglected throughout the State. Kaolin of good quality occurs in many places. At Egerton 489 tons, valued at £468, were raised. while at Axedale a deposit is being worked, but operations are hampered by the somewhat heavy railway freights. At the latter place 100 tons, valued at £45, have been raised, For the year 1904 the value of the clay (according to the Government Statist) manufactured was as follows : Pottery, £31,438 ; pipes and tiles, £53,454 ; and bricks, £129,138. The figures for 1905 are not yet available. There is, says the report, a great future before the clay industry, and it is a matter for wonder that such an important source of wealth is so little developed. There is no valid reason why it should not attain the importance among the products of the State that it has among those of the United States and Europe.

Protectionists and Australian Pottery.—Our Melbourne correspondent writes under date September 5 :—The Protectionists of the Australian Federal Parliament are at present conducting a vigorous campaign in preparation for the elections next December, and they have adopted the plan of addressing employees during midday meal intervals. The other day at a Melbourne pottery works, a leading politician pleaded for adequate and complete protection, and instanced as a proof Japanese teapots being sold in Melbourne at 4d. each after two or three profits were paid, These, he said, were made by men who got, not 10d. to 1s. per hour, as his hearers did, but 10d. to 11d. per day of eleven hours. In 1899, he said, when there was a good Victorian tariff, that state imported £57,600 worth of China, parian marble, and porcelain, but in 1905, £80,796. In 1899 they imported £94,500 worth of earthenware, and in 1905 £132,800 worth. The difference, he said, was something over £1,500 a week. From Germany, in 1899, the same State imported £16,000 worth of pottery ; in 1905, £30,000 worth. From Japan, in 1899, came £2,700 ; in 1905, £6,600. These two great countries he instanced as our most serious competitors, and urged a barrier against them in the shape of adequate protection. Another speaker denounced the class of protectionists who believed that 25 per cent. was enough for anything. As an instance of what he considered the fallacy of such an argument, he cited a recent shipment of tiles made in India, which were landed here in Melbourne for £2 10s. per 1,000. Since they cost, he said, £8 per 1,000 to produce here, he did not see how a duty of 25 per cent. could be considered sufficient protection in such a case. He urged a generous tariff on the lines of the old pre-federal Victorian tariff.

A LOOK ROUND THE LIMOGES POTTERIES.—II.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Concluded from page* 1158.)

THE CONDITION OF THE WORKPEOPLE promised to be one of my most important and interesting subjects of inquiry. It was also one of the most difficult. The manufacturers, without exception, assured me that the employees were well paid, yet I was also told that discontent was general. Certainly the wage figures given me seemed high enough. But I was informed from other sources that the wages were really very low, owing to the small purchasing power of the money. The only things that were cheap were bread and wine. Meat had recently risen, and was dearer than in England. Dairy produce, however, was cheap, and of excellent quality. Fruit, too, was exceedingly cheap when in season, but not otherwise. Tinned foods are consumed in much smaller quantities than with us, but this is far from being a disadvantage. Rents for good houses were high, though rougher quarters could be obtained at very moderate rates. The houses are larger than in our



Photo. by "The Pottery Gazette."

IV.—A LIMOGES CUP AND SAUCER.

Potteries, but many are shared by two or more families. Some excellent dwellings were being erected in the suburbs, and these were reasonable. On the whole, it seems that wages are a little lower all round than in England, while the cost of living is a little higher. Formerly the sober and thrifty habits of the people kept them in comfort, but latterly a less satisfactory state of affairs has come about. There was a widespread apprehension of a further outbreak of the strikes which worked so much mischief last year, when serious rioting took place, and at least one life was lost. A slight trouble had occurred earlier in the present year, but it had been checked by the prompt and resolute action of the authorities, who showed no signs of repeating the error of last year—undue leniency at first and rigid repression later. The leaders of the operatives, I was told, had also realised, to some extent, the damage done to the industry of the city by such disturbances, and had exercised a moderating influence. Three reasons were given me as explaining the origin of the labour troubles—personal feeling, poverty, and politics. The first was of minor importance, the second certainly had much weight, but "La Politique" was the great and predominating force. During the last few years agitators had been at work among the people of the town, who had learnt to drink absinthe, to sit at the cafés for hours, and to talk, talk, talk. They had become unsettled, and, missing the money spent in the cafés, or lost by working short time, they began to complain of their poverty. They had also become less docile, and more careless at their work than formerly, turning out many more "seconds" and "thirds." In a word they had become "tête-montée," (swell-headed is a free translation); and as, after all, a man's well-being depends ultimately on the proportion between his wants and the means he has of supplying them, they are perhaps not so well off as formerly, or as our English pottery workers. Such, at least, was the picture presented to me; but it was necessarily drawn almost entirely from the manufacturer's point of view. Certainly, as I observed the people they seemed cheerful, intelligent, and orderly. Only once was I a witness of a violent altercation between employer and employed. I was told, however, that through their leaders they made the most unreasonable demands. For instance, they had asked that the rate of payment for a particular operation should be changed from piece to daywork. On inquiry it was found that the number of men occupied in this branch in the whole city was two only! Another demand was for a uniform scale of prices, as at present the rates of pay vary and are often only fixed by precedent. But it is claimed that the permanent price should be the highest now current and not the average. The feeling of discontent was vague and general, rather than founded on specific grievances. The labour organisations were not very strong, but were developing. There was some talk of an eight hours' day being demanded. At present ten hours a day are worked for six full days in the week. No Saturday half holiday all the year round. Think of it, ye footballers, cricketers, and the great crowd of witnesses who frequent British sports! The hours are from 6 a.m. to 8 p.m., with a two-hour break at mid-day—very necessary in the hot days of summer. The workpeople spend their evenings sauntering round the streets and squares, or sitting at the cafés, listening to the excellent private or military bands. Their taste in music, as in other artistic matters, is highly cultivated. The proportion of women and children employed in the factories is less than in England, the conditions being more trying during the summer heat. The Government regulations as to labour are strict and rigidly enforced. Boys may be employed at the age of fourteen, on obtaining a school certificate, but they are only put to the lighter kinds of work. Nowhere did I see the little fellows warping their frames by bearing heavy masses of clay on their shoulders from place to place. As lead is not used in the body or glaze, only to a small extent in the colours, the manufacturers escape a lot of worry in regard to special rules. In processes where much dust is produced pneumatic suction is employed for removing it. The paternal solicitude of the Government extends to the stranger within the gates, for, if an accident happens to a visitor, the owner of the factory is compelled to compensate him. In some factories anyone wishing to be shown round is asked to sign a paper indemnifying the firm against this stipulation. At least, so I was told,

but it did not occur in my own case. I may say in concluding this section that the manufacturers themselves are a fine body of men, capable, courteous, and industrious. While escaping some of the difficulties which affect British potters, they share in many of them, and have also special troubles of their own. On the whole they can hardly be said to occupy a more favourable position.

Transport.—When a manufactory is situated at a distance from some of its supplies of material, and from the principal markets for its finished products, the question of transport becomes of vital importance. After exhaustive inquiries I have come to the conclusion that the Limoges potters are better off in this respect than their British confrères. The French railway companies reverse the method of our own lines and consider their goods before their passenger traffic. If I had space to relate my experience of French trains—boat trains, expresses, rapides, and all, there would be some lively reading for those who peruse these pages. On the other hand, the manufacturers of Limoges were almost, not quite, unanimous in their assertion that the companies were considerate and obliging in dealing with their consignments. The only complaint made was that there was often considerable delay in getting a rate revised. The reply, "Your demand is granted," sometimes comes so late that the applicant has forgotten what it was that he had asked for. The river at Limoges is not navigable, nor is there a canal near enough to be of service. So no facilities in the shape of water transport are available.

Education.—There is no technical education for potters in Limoges, all the apprentices being trained at the works. In some ways this is an advantage, but the number of kilns has increased more rapidly than the number of skilled workers. Thus, at present, there is a shortage in the supply of engravers. This tends to encourage independence and arrogance on the part of the workpeople, and leads to labour troubles, which might be prevented if a number of well-trained youths were turned out each year from a good technical school. In the factories the men raised objections if too many apprentices (according to their estimate, of course) were employed. We have heard of something like this nearer home, for so many of our labour leaders forget that if an industry is to be maintained in a flourishing condition there must be a continual accession of recruits to the ranks of its workers. It had been calculated, for instance, in Limoges, that less than 10 per cent. of those engaged in the modelling department were apprentices. Yet even this proportion was objected to as too high. There is a school of decorative art in the city which has contributed some beautiful objects to the museum, but I did not learn that it had augmented the staffs of the factories to any great extent. The manufacturers seemed, on the whole, to regard it as a fad, and to treat it with contempt. "It's all right for young ladies to amuse themselves," was one remark; another was, "Many start but few continue." The dissentients from this view were few in number. If, however, the school was slighted, the Ceramic Museum was almost universally praised. And well it might be, for it is a magnificent institution. Founded originally by M. Adrien Dubouché, it is now owned and maintained by the State. It consists of a rich collection of pottery of all ages and all countries, admirably arranged and housed in a handsome and well-lighted building. No more than a brief review of the exhibits is here possible, as only a short time was available for my visit. But the collection well merits the careful study of anyone who is interested in pottery, whether from an artistic or commercial point of view. There are a number of specimens of raw materials and models of apparatus; several cases of biscuit ware, including Limoges, Sèvres and Wedgwood; undecorated porcelain, including a piece fired by gas in 1899 at the works of Theodore Haviland; modern porcelains from Germany, Holland, Russia, Denmark, Switzerland, and Italy; old and new Derby, Minton, Worcester, Copeland, and Cobridge ware; ancient and modern French porcelains from Limoges and other parts; of special interest was the first piece of porcelain ware made at Limoges, bearing the date, 1771; underglaze decorated ware from Copenhagen, and several parts of France; a fine collection of Sèvres ware of various dates; one huge vase decorated with teazles was particularly handsome. There are several cases of the rough pottery of ancient races and uncivilised people of the present day; and many others filled with the marvellous productions of China and Japan. Palissy ware is well represented, some excellent snake-pattern dishes being among the articles displayed. Besides the pieces of old Limoges faïence, mentioned earlier in this article, there is a great quantity of earthenware of past or present manufacture, from all countries where it is or has been produced. In addition to its great historical interest and artistic beauty this collection must have considerable educational value when studied by the potters and their employees. If South Kensington and Bloomsbury were to co-operate with the Staffordshire Potteries and establish a similar museum in place of the small ones at Stoke-on-Trent, very valuable and gratifying results might ensue. The study of achievement is the stimulus of ambition.



V.—Specimens in the Limoges Museum.

The foregoing information was derived from a number of interviews and observations. In the course of my investigations I called at a few of the smaller works, and all of the principal ones except two which were in the lower part of the town, and which I had to pass over for lack of time. Among the works I visited were the following:—

Charles Martin & Co. have an excellent factory of medium size, which is in process of enlargement. I found they were very actively employed, being engaged upon orders all the time. Their specialities are high class tea, dessert, and dinner services, toilet and trinket sets, &c. The processes of pressing and casting are chiefly employed, and the productions are noteworthy for grace and beauty. The firm has been established more than a century, and there are some interesting old specimens in the little

museum adjoining the works, besides some fine modern productions. I was particularly struck with the smartness and cheerfulness of the employees, who were singing and laughing as they performed their various tasks. I am told they are on excellent terms with the principals, and that they have kept at work on some occasions when the workpeople of other firms were on strike. A good many women are employed, but few boys. Coal and briquettes are used in the furnaces, with wood for the bleu-de-Sèvres kiln. A considerable export trade is done, especially with Great Britain and the United States.

Haviland & Cie., one of the largest houses in Limoges, employ about 2,000 hands, of whom a large number are women. They do an extensive trade, chiefly with the United States, but also in Great Britain, France, South America, Germany (for high class goods). The staple product is table ware, of good quality, and selling at high prices. Besides the premises in Limoges the firm have just erected a large model factory in the outskirts of the city at a cost of over a million pounds. They have also a decorating establishment in the suburbs of Paris. The business was founded in 1840 by M. Charles Haviland, who was formerly a commission agent in New York. Unfortunately, the principal, who could have given me permission to view the factory, was absent when I called. But I was courteously received at the office, and supplied with some interesting information. I understand that electricity is the chief motive power employed at the works. A speciality is made of securing the services of eminent artists for producing designs. Many members of Royal families and persons of note are regular customers, paying fancy prices for their purchases. Later on, I called at the showrooms in Paris and was shown a number of fine productions. Space does not permit of my mentioning them in detail, but I must not pass over without mention some beautiful acid-decorated work and pierced ware, and the bewildering variety of rich—and costly—table services. The firm have many orders in hand, and owing to delay in executing them Mr. G. Rowe will not make his usual autumn visit to London, but will bring over the new lines in February next.

The business of the firm of Theodore Haviland, though only established on a small scale in 1892, has grown with wonderful rapidity. The admirably equipped works now cover an area of ten acres, and find occupation for some 1,200 employees. The firing department contains ten 18 ft. kilns, four of which are quite new, having only just been put into operation; there are also four 12 ft. and two 14 ft. kilns; twelve kilns are fired by gas, and the machinery is driven by electricity. A fine new warehouse, 200 ft. long, has just been erected, and more kilns are in process of construction. It is customary to draw two kilns a day. A special line of railway direct to the works is being planned, and when completed will save much labour in transporting the materials and manufactured products. At the time of my visit 220 car-loads of English coal had just arrived, this supply being calculated to last from four to six months. Some wood, however, is still used, chiefly for the bleu-de-Sèvres kiln, which is fired for twenty-five hours. The decorating department is in a high state of efficiency. The firm print their own transfers, several machines being continually employed. In the transfer applying room two hundred girls may be seen busily engaged in cutting out and affixing the dainty designs. The transfer-colouring machine is a very useful appliance, doing away with hand labour in a specially dangerous operation. The rooms are kept well lighted, and are ventilated in summer and heated in winter. After going the round of the works I was conducted to the "magasin," where some exceedingly choice specimens of ware are displayed. I saw handsome plates and dishes, bearing the monograms of leading English, French, and American hotels and restaurants; the wares made for the yacht of the German Kaiser and for that of Mr. Pierpont Morgan; for the Queens of Italy and Portugal; and for our own King at the time of his reception of President Loubet in London. There were a number of other pieces of rare beauty. The famous bleu-de-Sèvres combined with gold, a number of pretty little rose patterns, a cup with iris, some pieces of "underglaze," and some fireproof ware—this being a side line. In taking leave of Mr. Haviland I remarked, "If I praise what I have seen it will only be because it deserves praise"—a dictum I am still prepared to endorse most thoroughly.

R. Frugier & Co. have a small works devoted entirely to the making of a special fireproof ware known as "Aluminite." I was told that the name was a purely arbitrary one, and that it was not given because aluminium entered into the structure or composition of the wares. M. Frugier was absent, but his representative informed me that the ware was discovered seven or eight years ago, and is now exported all over the world.

M. Charles Ahrenfeldt has a new factory of handsome external appearance on the outskirts of the town. He also was absent when I called, so that I was unable to view the works. I understand that electricity is extensively used as a motive power, and that there is a fine series of revolving muffle-kilns, the first to be installed at Limoges. Over 500 hands are employed, the speciality being high class and richly decorated table wares, &c., which are exported to all the principal markets of the world. The business was established in 1834 by the father of the present proprietor, and has been developed very successfully.

Tressemanes & Vogt make almost exclusively for the American market. I was fortunate in meeting Mr. Vogt, who is an American by birth, though now "naturalised" at Limoges. He favoured me with a quantity of information, given in an inimitably droll and humorous manner. Much of it is embodied in the summaries above, but I have reserved some of the items and will give them here. Mr. Vogt is, of course, an authority on the trade with the United States in particular. He told me that, whereas twenty years ago only three Limoges manufacturers had agents in New York, there were now eighteen, so that "competition was lively in the pious city." A great difficulty in this particular trade was the continual cry for novelties. The Americans, like the Greeks of old, were ever seeking after some new thing, and it was as much as the Limoges manufacturers could do to keep pace with their demands. Mr. Vogt had an amusing story of a merchant at Leipzig fair who was heard to exclaim, "Vat! you vants new things? Vy, we can't even sell the old ones!" His own firm had just got out a new list of over 800 patterns, containing some specially graceful designs in white china. The taste changed very rapidly, and if one maker displayed extra originality and produced something quite fresh, it soon became stale, as it was copied on all sides, and the market was flooded with imitations. Elsewhere, but not from Mr. Vogt, I heard that British makers were not above practising this unpleasant form of flattery. Another difficulty caused by the perpetual changing of fashions was that of matching odd pieces. Here the old-established English manufacturer, with his stock patterns and records going back for generations, has a great advantage. The producing power of the workpeople, too, is much less when they have to change frequently from shape to shape than when they can be kept at one pattern for a long stretch of time. On the subject of technical schools Mr. Vogt was pessimistic, while he admitted their utility. "No technical school will ever be any use in France if it is mixed up with politics," he said. "A Government school would be bad enough, and a muni-

cipal one ten times worse. If the manufacturers themselves were to organise a school it might be of some use; but there is no encouragement for any one to move in the matter. If you show a little public spirit in France you are told you are seeking a 'decoration.' We have a saying in this district, 'Chacun pour soi et Dieu pour tous'—'Each for himself and God for the public.'" I assured M. Vogt that we found the same spirit in England, though perhaps we did not express it so neatly.

Another large works which I visited was that of M. GUÉRIN, who employs about 800 hands, and exports to all markets. I saw a number of casks just packed and ready for shipping to Valparaiso. At this works a good deal of ornate and low-priced ware for common trade is made, but the pieces never lack the lightness of appearance and delicacy of form which are characteristic of Limoges china. Pressed and moulded goods compose the bulk of the productions, many machines being at work. In one apartment cups were being produced by a combination of machine and hand labour, the bottom being pressed, while the rim was shaped into graceful curves by the rapid motion of supple and well-trained fingers. Another interesting novelty was the turning of champagne "glasses" in china. These were for the American market. At this works I saw more boys employed than elsewhere, but they seemed to be merry and aetive little chaps—none the worse for working half-naked in the heat of a summer afternoon. I also saw and admired the mechanism of the revolving muffle kilns. In the warehouse a rich collection of handsome pieces was set out, as well as the commoner goods formerly mentioned. A series of attempts (some fairly successful) at imitations of the celebrated and beautiful Copenhagen ware were of much interest. A pretty effect was produced by filling the interstices of some pierced ware with vitrified glaze or glass. At this works, also, there is a small museum, containing a choice selection of the past and present productions of the firm.

As I have said, I paid a long series of visits besides those here described, and I must close by expressing my indebtedness to the American Consul, to M. Coiffe, M. Lanternier (who has lived in the Staffordshire Potteries and will be known to some of our readers), to M. Frapin, and to the many manufaeturers, who all showed the greatest courtesy and consideration in attending to the questions of an inquisitive foreigner, speaking indifferent French, and who did so much to make his visit to Limoges a pleasant and instructive experience.

A Good Example.—A large American dry goods company has issued a notice threatening to discontinuo commercial relations with any wholesale firms who offer gratuities to its buyers.

A German Stoneware Body.—Mr. A. Hisgen, has conducted some experiments on a clay from Hillscheid, near Coblenz. This clay vitrifies at cone 9, but has the defect that much of the ware made from it would crack badly. In order to overcome these defects, and in order to obtain a body which would vitrify at a somewhat lower heat, he first added kaolin. Vitrification did not set in low enough, and the addition of feldspar was made next. Results were better. In order to bind the body still more, flint was used, and his final result was a body of 70 parts of the original stoneware clay, 30 parts of kaolin, 6 parts of feldspar, and 12 parts of flint. The rational composition of this mixture was clay substance, 50·82 per cent.; feldspar, 10·46 per cent.; flint, 38·72 per cent. For very large stoneware pieces, 20 parts of the stoneware clay were substituted for 20 parts of fine ground calcined grog from the same stoneware clay.

THE BENEVOLENT INSTITUTION.

THE Pottery and Glass Trades Benevolent Institution has now reached a very interesting period in its career. The festival dinner in celebration of the twenty-fifth anniversary of its foundation will be held in London at the Imperial Restaurant, Regent Street, W., on the 20th inst. That in itself is an important event in the history of the institution, but the fact which gives the greatest satisfaction to the board of management is that the real usefulness of their labours for a quarter of a century is made evident in an unmistakable manner. In its early years the plea was advanced that the institution would in time be found to be contributing to the maintenance of persons who otherwise would obtain relief from the local authorities, and that it would indirectly encourage improvidence. The answer to that is that out of the 25 annuitants at present on the books of the institution, 18 are widows of deceased members, and that out of the 15 whose annuities have ceased by reason of death or improved circumstances, 10 were widows. Subscribers will be gratified to learn that the institution has done far more than afford much-needed assistance to the permanently incapacitated. It has enabled some of its annuitants to acquire the means of dispensing with their annuities. In one case the annuitant (a widow) who expressed her desire that the annuity should cease, wrote to the secretary:—"It has worried me considerably to have been an annuitant so long, but under the circumstances have not known how else to carry on. . . I must add that I shall always feel and recognise that the institution has helped me through the most trying part of my life, and enabled me to get hold of business life. I quite realise that without the means to pay an experienced assistant the first year or two I was here, I should have been a failure. With every good wish for the future prosperity of the institution, and with very many thanks for the kindness received from the board and yourself, yours very gratefully, ——."

Another letter from the son of an annuitant shows how really useful the institution has been. The writer says: "I write to say that I now feel in a position to do more for my mother and sister, and shall feel, together with them. gratified if, with your sanction, the annuity bestowed on my mother be discontinued. . . I had hoped earlier to have been able to do this, but have been unfortunate. . . I shall do my best for them both, and now desire to express my sincerest thanks for the kind help that has enabled us to get along as we have. Coming as it did when we were left without anything, I can fully appreciate the great benefit of the institution. My mother and sister join me in expressing again our gratitude for past kindness, and feel that, were it possible, my respected father would have wished that, as soon as we felt able, we should lighten the very great task of the Benevolent Institution. Again thanking the board of management, yours respectfully, ——."

When they read these letters subscribers to the institution will be thankful for the good work they are assisting. It will be seen that the institution not only contributes to the maintenance of members, and widows of members, who are permanently incapacitated, but enables those who are suffering from temporary adversity to overcome their difficulties, and to regain useful positions in life. The most satisfactory form of help is that which puts people in the way of helping themselves. It is hoped that the fact that the Benevolent Institution does this, will be remembered in a very practical manner at the celebration of its twenty-fifth anniversary.

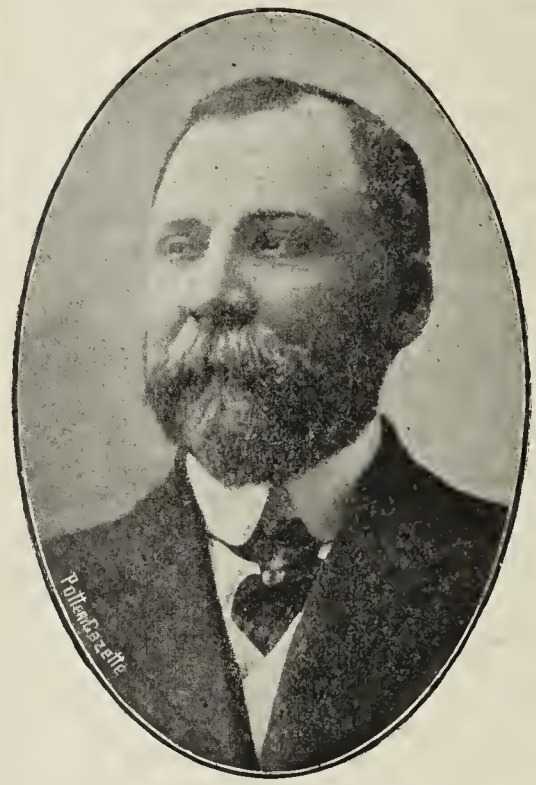
THE NEW MAYORS OF THE POTTERIES.

(FROM OUR OWN CORRESPONDENTS.)

WITHIN the next few days the four municipal boroughs among the pottery towns, will, in common with other towns throughout the country, elect their mayors for the ensuing year. We are able herewith to give some account of the gentlemen who have been selected by their colleagues to hold these important positions, and note with gratification that several of them are directly connected with the pottery industry. Councillor Gibson, the mayor-elect of the mother town of Burslem, is the esteemed head of the Albany and Harvey potteries; Councillor W. B. Hackney, of Stoke, is an extensive jobber of pottery goods; and Alderman Thos. Hampton, the "father" of the Hanley Town Council, only recently retired from the potters' marl and brick business of E. Hampton & Sons. Though Mr. Harber, the mayor-elect of Longton, is not a member of these trades, he is well-known among manufacturers throughout the district, and is an able and energetic business man. It was especially necessary, this year, that the mayors of the pottery towns should be capable men, for work of much importance has to be done. The proposal for the federation of Stoke, Longton, and Fenton into one borough will have to be decided one way or the other, while Hanley is looking forward to a year of rejoicing consequent upon the approaching celebration of her municipal jubilee. We wish the four mayors a happy and prosperous period of service, and trust that under their guidance progress and prosperity may be made by their respective towns, and by the potting trade in general.

MR. W. B. HACKNEY, J.P. (STOKE).

The choice of the town councillors of Stoke-on-Trent for the ensuing year has fallen upon one who has spent a lifetime in the staple trade of the Potteries. Councillor Wm. Booth Hackney, a gentleman, whose business capabilities, tact and experience make him well qualified to fill the civic chair. Mr. Hackney resides at Trentham, but in business hours, providing he is not visiting some factory, or engaged upon town's business, one may find him in his comfortable offices, at 5a, Copeland-street, where he carries on the business of a factor. Mr. Hackney was born in 1851 in Stoke, where his father, the late Mr. Ralph Hackney, traded in Peel-street, just off the Liverpool-road, as a commission agent in pottery. Having passed through St. Peter's School, and the school conducted by the late Mr. Robey, held at the Wesleyan School, Cross-street, Mr. Hackney found himself, at the age of ten years, commencing his business career in the warehouse of Brown-Westhead, Moore & Co., Cauldon-place. His next move was to enter the warehouse of G. L. Ashworth & Bros., and subsequently he went to Josiah Wedgwood & Sons', at Etruria, also in the warehouse, in each case removing to improve his position. During the greater part of this time he was a regular attendant at night-school, which helped him very much, he having left day-school so early in life. Mr. Hackney is a strong believer in evening schools, and would like to see it made compulsory for every boy to attend same until he attains the age of eighteen years. Needless to say, during the ten or eleven years which he passed in this way, he picked up a fair knowledge of "pots" and their value, which proved of service when, more than thirty years ago, he joined his father at Peel-street. About ten years later Mr. Hackney, sen., gave up business, and his son then commenced trading on his own account. For some years he was located in Newcastle-road, Shelton, but subsequently he took his present offices in Copeland-street, where, as a "jobber" in crockery of all kinds he has built up an extensive connection. His wife, the mayoress-elect, is a daughter of the late Mr. Samuel Willdigg, of Etruria. Mr. Hackney was returned to the Stoke Town Council nine years ago, as a representative of the South Ward, and since that time he has come out of two contested elections with flying colours. At the present time he is vice-chairman of the Baths, the Library, and the Education Committees; and also does valuable work on the Gas General Purposes, Health, Finance, and Rate Committees. A year or two ago his name was added to the Commission of the Peace for the borough. He is a free trader, a nonconformist, and a quiet, but earnest supporter of the Chamber of Commerce. He has a host of friends, and is deservedly one of the most popular and esteemed members of the Council. Sheer hard work has carried him to the front, and his knowledge of commercial affairs makes him a valuable and valued member of the Corporation. Mr. Hackney shares with many others in the trade a grievance against the high railway rates prevailing. The "owners' risk" rate, he observed to our representative a few days ago, "is a miserable thing. On a certain bulk and weights we are compelled to send at owners' risk, which means that whatever happens to goods so carried—fire, or anything else—they regard it is our risk unless you can prove culpable negligence; and how can you prove that unless you travel with every package?" Asked as to his experience of the prevailing state of business in the potting trade, Mr. Hackney said that in the home market it had been very much better since the holidays and had picked up much more quickly than usual after the "Wakes." We trust that the coming twelvemonth may prove an active and prosperous period for Mr. Hackney, both in civic and commercial life.



[*Photo. by The Art Studio, Shelton.*

MR. W. B. HACKNEY, J.P.

MR. A. L. HARBER, J.P. (LONGTON).

At Longton, Mr. A. B. Jones, the well-known china manufacturer, is to be succeeded in the mayoral chair by one who, though not identified with the potting trade directly, is an active and broad-minded business man with the interests of the china trade greatly at heart, and one who may be relied upon to do everything in his power for the welfare of the district as a whole. Mr. Arthur Landon Harber is the head of the extensive printing business of Hughes & Harber, Ltd., and his will probably be the distinction of being the youngest mayor Longton has ever had, for he is only thirty-nine years of age, having been born on May 26, 1867. He is a native of Longton, where his father, the late Mr. Thos. Harber, was a highly respected public official, whose memory is still cherished especially by the poorer members of the community. Mr. Harber, sen., as many readers of the GAZETTE will remember, was a member of the old School Board, and also of the

Longton Town Council. The subject of our present sketch received his education, like so many other prominent Longtonians of to-day, at the Dresden Grammar School, of which the Rev. Samuel Salt, vicar of Dresden, was the



[*Photo. by Elliott & Fry, London*

MR. A. L. HARBER, J.P.

principal. After leaving school Mr. Harber was apprenticed to the printing trade, and passed through every grade from that of "devil" upwards, finally emerging an efficient craftsman with an ambition to run a business of his own, In March, 1888, he commenced business in Stafford-street. Longton, in partnership with Mr. S. A. Hughes, who died shortly afterwards. Mr. Harber continued the business on his own account, and on the expiration of the lease in Stafford-street, removed to the present premises in Market-street and Sutherland-road, which he had designed and built to meet the requirements of a steadily increasing trade. Here to-day he employs upwards of sixty hands. He is the official printer to the English Ceramic Society and specialises largely in printing for pottery manufacturers. He is also a publisher, an account-book maker, and a manufacturing stationer and bookbinder. Some five years ago, he converted the business into a private limited liability company, of which he is the chairman and managing director. He is a printer, by Royal Warrant, to H.M. the King, having received that appointment following some special work which he was called upon to do when the King (then Prince of Wales) visited the Potteries as the guest of the Duke and Duchess of Sutherland, to lay the foundation stone of the Sutherland Institute. On the King's accession to the throne, the warrant, originally made out in the name of the Prince of Wales, was duly amended. Mrs. Harber, the mayoress-elect, is a daughter of the late Mr. John Webberley, and a grand-niece of the late Mr. Wm. Webberley, J.P., a well-known Longton manufacturer. Mr. Harber was made a Justice of the Peace six years ago. He is a frequent contributor to the Press, and is an associate member of the Institute of Journalists. As a Freemason he holds high office, being a Past Master of the Etruscan Lodge (546), and Director of Ceremonies and Charity Steward of the Lodge at the present time. He is a Past Provincial Grand Treasurer in the Provincial Grand Lodge of Staffordshire, a P.Z. of the Etruscan Chapter, a Past Preceptor of the Godefroi de Bouillon Preceptory of Knights Templar, in which order he at the present time holds the office of Marshal of the Provinces of Staffordshire and Warwickshire. He is also hon. auditor of the Provincial Grand Lodge of Staffordshire, and of the Staffordshire Masonic Charitable Association; and is a regular and generous subscriber to each of the masonic charities. Mr. Harber is not a member of the Town Council over which he will be called upon to preside. Only twice before have the Longton Council chosen their mayor from outside their ranks, the previous cases being those of the Duke of Sutherland some years ago, and of Mr. A. B. Jones, the retiring mayor. Mr. Harber, it may be added in conclusion, is a Churchman and a tariff reformer.

MR. THOMAS HAMPTON, J.P. (HANLEY).

It is entirely fitting that the Hanley Town Council should have chosen Mr. Thomas Hampton, whose name has been so long associated with the firm of E. Hampton & Sons, brick, quarry, and potters' marl manufacturers, to be their mayor during the ensuing year. The year 1907 will witness Hanley's municipal jubilee, and it is becoming therefore that Mr. Hampton, as the senior Alderman, and "father of the Council," should preside over the corporation during a period which promises to be more than usually interesting and eventful. Alderman Hampton has been mayor of Hanley on one previous occasion, so far back as 1878, and it is interesting to note that he will be the first, and probably the only mayor of Hanley to have worn



[*Photo. by H. J. Gover & Co., Hanley.*

MR. THOS. HAMPTON, J.P.

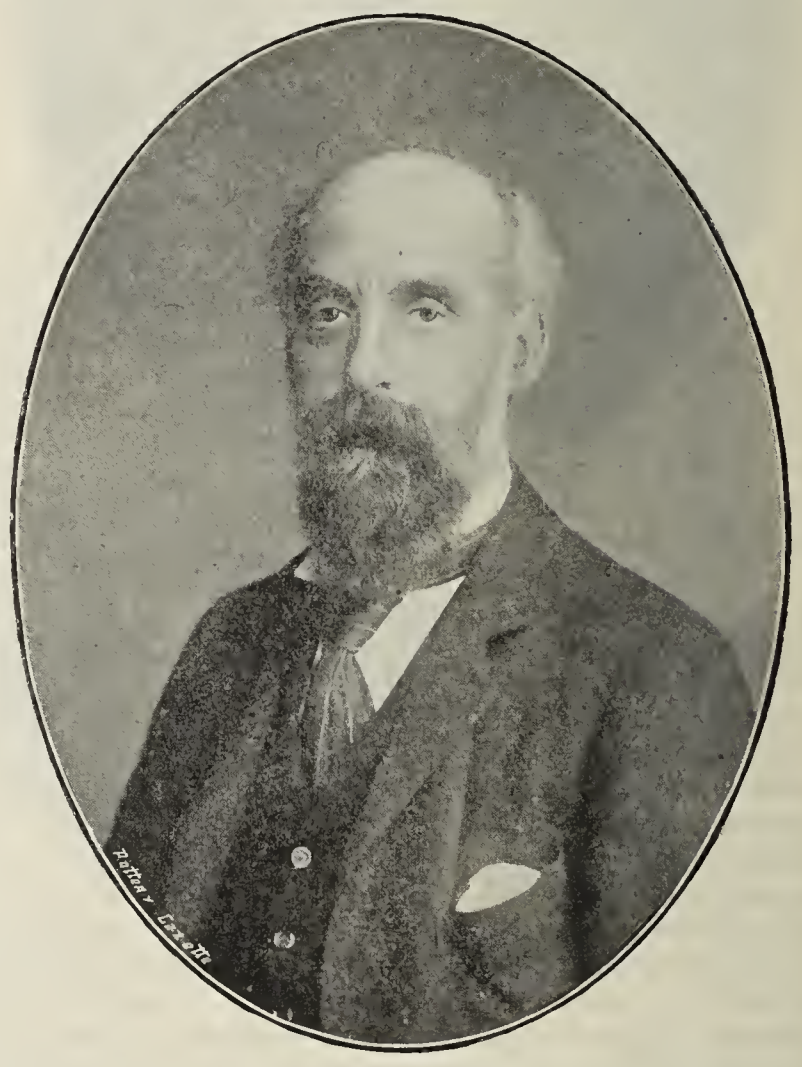
both the mayoral chains the borough has possessed since its incorporation. The first chain mysteriously disappeared twenty years ago, and has never been heard of since. The existing insignia of office, no doubt as a result of this

melancholy occurrence, is kept in the safest custody, and never leaves the Town Hall, except under the watchful supervision of the police. Alderman Hampton was born at Burslem on December 15, 1836, but was brought to Hanley in his infancy. He is now, therefore, in his 70th year. He is a son of the late Mr. Enoch Hampton, brick manufacturer, of Hanley. At school he displayed quite uncommon artistic talents, and the great ambition of his early days was to become an artist. With this end in view he entered the pottery of Livesley, Powell & Co. (now Bishop & Stonier), and took the position of a modeller. In the evenings he attended the School of Art, and in the first year of their institution he was awarded one of the national medallions, which corresponded then to gold medals of to-day. This medallion was presented to him in 1856, at the Manchester Art Exhibition, by the late Earl Granville. In subsequent years Mr. Hampton secured several other similar medallions. He continued to follow his profession with marked success until 1860, when his health broke down, and under medical advice he gave up all ambition of becoming an artist, being recommended to follow a pursuit in which he would be in the open air as much as possible. He therefore joined his father's business, but did not relinquish his interest in art matters, and in course of time took an active part in the management of the School of Art. In order to foster the study of the arts and sciences he presented the town with two substantial sums of money: one of these went to the enlargement of the School of Art, and the interest of the other is yearly expended in prizes. Meanwhile he devoted himself to the development of his father's business, at the Eastwood and Mousecroft Marl works, which has now become one of the most prominent in the district, having an extensive output, not only of fireclay and firebricks, but also of quarries for potters' kilns and ovens, and potters' marl for saggars. It was at these works that the remarkable fossil sigillaria was discovered which was illustrated in the POTTERY GAZETTE in March last. About thirty-five years ago, Mr. Wm. Hampton, brother of the mayor-elect, also joined the business, and after the retirement of Mr. Hampton, senior, in 1894, the two brothers continued the business in partnership. Last year Alderman Hampton retired, and the concern is now conducted by Mr. Wm. Hampton and his son, Mr. Tom Hampton, junior.

Alderman Hampton was returned to the Hanley Town Council as a representative of the old South Ward in November, 1871, and has continued a member of the Corporation without a break, and without a single contest, ever since. As already mentioned, he served the mayoralty in 1878, and it was mainly through his influence that the Hanley Charity Organisation Society was formed during that year. He was raised to the Aldermanic bench in 1882, and his pre-eminent services to the town were recognised in 1902, when he was presented with the hon. freedom of the borough. He was made a justice of the peace in 1880, and his only senior in the magistracy at the present time is Mr. Chas. Adams. As chairman of the Works Committee, Mr. Hampton has done invaluable service for the town, and there have been few movements for the benefit of Hanley during the last thirty years which have not had the benefit of his advice and assistance. Together with his brother, he represents Hanley on the governing body of the Birmingham University. Four or five years ago, when the movement for the federation of the Pottery towns commenced, Alderman Hampton was selected as the Chairman of the Conference of local authorities which the Stoke Corporation called to consider the question, and nobody regrets more keenly than does the Alderman that the scheme did not reach fruition. Mr. Hampton is one of the most enthusiastic anglers in the county, no disciple of the immortal Izaak being better known on the Dove than is he. It was on this river some years ago that he was fortunate enough to land the record trout of that year, a splendid fish, turning the scale at 4 lbs. 13 oz. Mr. Hampton being a widower, his daughter and only child will be the mayoress during the ensuing year.

MR. SAMUEL GIBSON (BURSLEM).

In perhaps none other of the Pottery towns has the dignity of municipal life been maintained so consistently and at so high a level as at Burslem. Its town council is usually more thoroughly representative of the great industry of the district than those of neighbouring corporations, and its roll of mayors contains the names of many of the ablest local administrators the Potteries has ever produced. The gentleman upon whose shoulders the mantle of chief magistrate has fallen this year is well worthy to take his place beside any of them, for in Mr. Samuel Gibson, the head of the well-known earthenware firm of Gibson & Sons, Ltd., Albany and Harvey



[*Photo. by F. R. Ryles, Burslem.*

MR. SAMUEL GIBSON.

Potteries, the town possesses one who is held in the highest regard as well in public as in business and private life. His career, in many ways, is a remarkable one. The son of Mr. James Gibson, a respected tradesman of Tunstall, he was born in that town on August 27, 1843. He received the groundwork of his education under Mr. Henry Binnall, at Tunstall, and at the age of ten years he started his career in the packing house with Oulsnam & Holdcroft, of the Soho Works, Tunstall. From the packing house he passed to the glass warehouse, thence to the counting house, and, having acquired an all-round knowledge of the pottery trade, he ultimately reached a managership. Subsequently, 30 years ago, he set up business on his own account as a manufacturer of jet and Rockingham ware, in Moorland-road. To-day the firm are among the largest manufacturers of this class of goods in Burslem, besides which other departments have been added rom time to time, until almost every kind of ware is

produced. The factory, which is situated near Burslem Station, gives employment to about five hundred hands. Some two years ago, for family reasons, the business was converted into a private limited liability company, of which Mr. Gibson is the chairman and managing director, while four of his sons, Messrs. A. H., F. W., Sydney, and Ernest Gibson, actively assist him in the conduct of the concern. The conversion has led to a rather singular contretemps. For a number of years, Mr. Gibson has been one of the largest ratepayers in the borough, he has sat upon the Council for a considerable time, he has been a burgess for more years than he cares to count, yet, as a consequence of the transfer of the business to the company, he was disfranchised at the last revision court. In Mr. Gibson's case the absurdity of the matter is heightened by the fact that, not being a burgess, he was not qualified to be a town councillor. But, at the time of his disfranchisement, he was already a Councillor. Though the ratepayers of the North Ward are, for the time being, robbed of Mr. Gibson's services in the Council Chamber, it is pleasant to remember that they have just returned one of his sons, Mr. A. H. Gibson, who promises to follow in his father's footsteps. It was in 1898 that the Mayor elect entered the Burslem Council as a representative of the North Ward. The contest was a hardly-fought one, and Mr. Gibson was returned together with Mr. Edmund Leigh, of the Middleport Pottery, the latter receiving 1,045 votes, while his colleague polled almost exactly the same number, viz., 1,043. Since then Mr. Gibson has fought one other contested election. In the Council Chamber he has done valuable work upon the Highways and Finance Committees, and the Lighting Sub-Committee, while more recently, as Vice-Chairman of the Education Committee and Chairman of the Finance Committee, his duties have been more exacting still. The cause of education has no warmer friend than it finds in him, and, in this connection, we may recall that only a few months ago Mr. Gibson gave a sum of £1,000 to the Education Committee to establish a fund for the provision of food and clothing for necessitous scholars, stipulating that the beneficiaries should be over five years of age, as he holds with medical authorities, that more harm than good is done to children by sending them to school before they arrive at that age. Mr. Gibson is an omnivorous reader, and a great lover of books. One of the features of his charming residence at Wolstanton is its well-filled bookshelves. He is also a great traveller, and has explored all the northern countries of Europe, as well as portions of other continents. A considerable part of this year he has spent abroad, journeying in Egypt and elsewhere. He was at Naples recently whilst Vesuvius was in eruption, and his photographic albums—Mr. Gibson is a most enthusiastic and expert photographer—contain many interesting views reminiscent of his travels in many lands. Some of the most absorbing views were taken in Russia, where their owner narrowly escaped an unpleasant experience. He paid a visit to the Czar's palace at Peterhof, with a party of friends, and, quite unsuspectingly, proceeded to snap some of the prettiest pieces of scenery, blissfully unconscious of the fact that in Russia, visitors have incurred the displeasure of the law for photographing much less important places. An official was just approaching Mr. Gibson when a friend, who saw what he was doing, gave him a timely warning, and the camera disappeared, but not before Mr. Gibson had secured some admirable views of this forbidden ground.

Though an active business man, Mr. Gibson has found an outlet for his energies and talents in many other directions, and in all his work has been greatly assisted by his wife, who was a daughter of Mr. William Deeming, of Hanley. He has been a diligent worker in the Congregational cause, and is justly proud of several handsome addresses recognising his work which adorn the walls of his home. He possesses the Sunday-school Union diploma of honour for being associated with Sunday-school work for over forty years—an award only given to those who have spent that period in the service. For seventeen years, from January, 1887, to December, 1903, he was superintendent of the Wycliffe Hall Sunday-school, and on his retirement was presented by the officers, teachers, and scholars with an address expressing their deep regard for him. He is a lay preacher for the Potteries and District Association of Congregational Churches, and the treasurer and a deacon of the new Congregational Church in Moorland-road, opened a fortnight ago. He is a strong supporter of the temperance cause, has been a speaker on the Band of Hope plan for many years, and established the first Rechabite tent in Burslem. In politics Mr. Gibson is a Liberal and Free Trader.

The warmest relations have always existed between Mr. Gibson and his employees, and the feeling of the workpeople towards him found expression in a very happy manner in August, 1895, when, on the occasion of the marriage of one of his sons, they presented him (Mr. Gibson, sen.) with a fine portrait in oils of himself, accompanied by an address. The latter is one of Mr. Gibson's most treasured possessions, and speaks most eloquently of the regard his employees entertain for him. Last year the firm made a substantial money present to workpeople who had been in their employ for ten years and upwards, and of the five hundred hands, no fewer than one hundred participated in this generous gift. That 20 per cent. of the workpeople should have been in the one employ for so long a time is evidence of the strong personal ties which exist between employer and employed. Last year also Messrs. Gibson abolished all stoppages. They have also instituted the worthy example of paying wages on Friday. In adopting this course they have two objects in view, one that the wives of the workers should be able to make the best use of their money in the markets on Saturday mornings, and the other that the men and their families might be able to get away early on Saturdays, and thus take advantage of cheap trips into the country. Mr. Gibson has, moreover, established on his works an excellent savings bank, and, to encourage the workers in thrifty habits, 5 per cent. interest is paid on all their savings. There is a useful sick club in connection with the works, which frequently proves of great assistance when the breadwinner of a family happens to fall ill. Such thoughtful institutions as these have been greatly appreciated by the operatives, who are delighted at the honour bestowed upon their master by his selection as Mayor for the ensuing year.

The Use of Secondhand Bottles.—There has been some correspondence in our columns lately about the danger attending the use of secondhand bottles. It is intended to legislate on the subject in the next session in the Hoosier State (U.S.A.). It is proposed that whoever gathers discarded bottles or jars, except the same be immediately broken to cullet, or whoever bottles, sells or offers for sale any goods or merchandise put up in any bottles or jars that have been used as a package or cover for the same or any other kind of goods shall be deemed guilty of a misdemeanour and upon conviction thereof shall be fined, to which may be added imprisonment in the county gaol. The provisions of the Act, however, are not to apply to any person, firms, or corporation that refills bottles or jars originally made for its own use, if the bottles or jars are first thoroughly cleaned and sterilised and then refilled with the same kind of goods as was originally contained in them.

SOME CHINA AND GLASS SHOPS IN WORCESTERSHIRE.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

EVESHAM.

HAVING occasion to go into the Midlands, I was instructed to look at some of the glass and china shops in Worcestershire. I had never been into Evesham, though I had frequently passed through it on my way to Worcester. It is an interesting town of about 7,200 inhabitants, on the River Avon in the pretty Vale of Evesham, about fifteen miles on the south-east of Worcester. Part of the borough is on the other side of the river, and is connected with the town proper by a long and ancient stone bridge. There are two main streets, which are wide and remarkably clean. Evesham is a place of considerable antiquity, and still possesses a tower, the only remnant of a monastery founded there at the beginning of the eighth century. The residents tell you with pride that its charter of incorporation was obtained for it by Henry, son of James I., so that it is one of the oldest municipal boroughs in the country. The town is famous far and wide as the centre of a large market-gardening industry. The surrounding land is of great fertility, and the inhabitants are for the most part employed in connection with market gardening. There are a few manufactories for agricultural implements, but apparently only to meet the wants of the district. It will be readily understood that there is not great scope for competition in the retail glass and china trade. There does not seem to be any necessity for more than there is, for, considering the size of the town, our trades are well represented, though there is not a shop devoted exclusively to them. What are called



MR. W. D. WOODS' SHOP AT GREAT MALVERN.

WARMINGTON'S STORES, in Bridge-street, are now under the proprietorship of Mr. C. F. Cox. Messrs. Warmington & Co. established themselves there forty years ago as wholesale and retail grocers, tea, and provision dealers. Mr. Cox continues the same "Stores" business, but he has added a pottery and glass department, and caters very fully for all the wants of the neighbourhood in the way of useful and ornamental goods furnished by our trade. I did not see Mr. Cox himself, who has controlled the business for fourteen years, but the lady who has charge of the department was fully equal to her position. The useful lines, dinner, tea, and toilet ware, are, of course, prominent features in the stock, and there is ample variety in each. Mr. Cox, however, does not omit the ornamental, and has a good assortment of miscellaneous fancy china and glass. He shows a fine selection of flower vases and of glass for table decoration. He has taken advantage of the fact that the ancient historical associations of the place attract strangers, and has provided heraldic souvenirs for them to take away with them. These include small fancy shapes in fine English china decorated with the Evesham arms in correct hrealdic colours, as recorded in the College of Arms. He also keeps "Arms Ware" of other towns, cities, and boroughs in the same fine porcelain. He has an excellent assortment of art pottery of all kinds.

THE EVESHAM INDUSTRIAL CO-OPERATIVE SOCIETY have a window display of pottery and glass. The front of their store has the announcement in large letters, "Grocers, Bakers, Drapers," but no reference to china and glass. These are apparently merely incidentals in a miscellaneous business, and the goods shown are no doubt sufficient reminder to the regular customers that dinner and tea ware are stocked.

MALVERN.

My recent visit to Malvern was a very brief one, but I have been acquainted with its beauties and its benefactions for many years. It is cosily situated on one of the slopes of the famous Malvern Hills, which divide the counties of Worcester and Hereford. The two higher points on these hills are known as the Hereford and Worcester Beacons. From these commanding positions views of a vast expanse of most beautiful scenery can be obtained. The three cathedrals of Worcester, Gloucester, and Hereford, the windings of the Severn, the mountains in Brecknockshire and Monmouthshire can all be seen. In the days of the Spanish Armada the Worcester Beacon was used as a signalling station, and only a few weeks ago consternation was caused for many miles around by the firing of the grass on the slopes. The blaze was seen a great distance, though it was not nearly so high as the Beacon. The altitude of Malvern, 500 ft. above the sea level, constitutes it one of the most healthy places in the kingdom. The air is always sweet and refreshing, and the climate most enjoyable. Some years ago the chalybeate and bituminous springs were the principal attractions, but though Malvern is still one of the inland watering places, the beautiful and romantic situation of the town and its climate are the source of its popularity. Malvern has developed wonderfully within the last few years. The erection of hotels, boarding-houses, villas, mansions, colleges and schools have naturally

encouraged the erection of new shops and the extension of old ones. The attractions of Malvern are natural and will never pall, and those who have enjoyed them will be always ready to repeat their experience. The healthy conditions which prevail have made Malvern a great educational centre, and this fact accounts in a large measure for the increase in the resident population. The resident inhabitants at the last census numbered 8,670. At certain seasons the visitors will probably more than treble this number. It is only when we know these facts that we are able to understand the business requirements of the place, and to appreciate the manner in which those requirements are met. The retail shopkeepers of Malvern have four distinct classes of customers to provide for; the private residents, who occupy the numerous mansions and villas; the hotel and boarding-house keepers; the visitors for health and recreation; and the students at the colleges and the boys and girls at the numerous high-class schools.

Mr. W. D. Woods has an attractive china and glass shop in the most central situation in Great Malvern. Visitors walking up from the station cannot fail to notice the excellent window display, and as they are probably somewhat fatigued by the ascent from the railway, they will instinctively pause to look round them. Whether Mr. Woods has this little fact in mind or not, I cannot say, but he certainly provides the stranger with something worth looking at, and thus gives him a good excuse for resting without admitting the necessity for it. The shop is double-fronted; one window is artistically arranged with examples of the very highest classes of porcelain and glass, ornamental and useful. The other is tastefully stocked with useful goods for table and household purposes. Mr. Woods caters for the best class of trade. He stocks the newest and best shapes and patterns in medium-class dinner, tea, breakfast, and toilet ware, but does not do anything in the lower-priced lines. His chief trade, however, is in porcelain and glass of the highest grade. There are not many provincial shops where porcelain fish and game services beautifully hand-painted are displayed on the tables, but Mr. Woods was showing them at the time of my unexpected visit. Other goods of a similar high class were seen in abundance, particularly in dessert services and in richly ornamented tea and coffee services. The same remarks apply to glass goods. Mr. Woods can show you the best Stourbridge hand-made flint table glass, plain and ornamented. He says he is constantly making new customers from the visitors to Malvern, and he is particularly proud of the fact that many of these either call to see him again on their subsequent visits to Malvern, or send him orders from their distant homes. He has a well-established family trade among the principal residents in the neighbourhood, and does a good trade in artistic souvenirs with ephemeral visitors. He makes a display of small porcelain pieces, beautifully decorated, suitable for presents. The business is an old one, having been established by his father, Mr. S. Woods, fifty years ago. Mr. W. D. Woods has controlled it for the last twenty years, and during that period several alterations have been made in the premises. In his father's time, and also since then, when it was found that more accommodation was wanted, it was obtained by building an extension in the rear of the premises. The result is that the shop is now practically in five sections, of course each one continuous of the other. Taken as a whole, it is an imposing display of the best in china and glass. Owing to the arrangement of stands, it is not possible to get a view of the entire shop, so we reproduce a good photograph of one corner of it. The shop from front to back is about 100 ft. deep. It has evidently been recently furnished with new and particularly neat fittings, quite in harmony with the beautiful stock.

Mr. W. H. Rhodes, wholesale and retail glass and china merchant, 7, Promenade, Malvern, has a large and well-arranged shop in one of the best thoroughfares. He keeps a heavy stock, which includes everything in the way of pottery and glass required in the house. He shows styles and prices to suit all buyers. In addition to the well-filled shop there is a large show-room upstairs, where a good selection of dinner, tea, and toilet ware is well displayed. Mr. Rhodes stocks the patterns of most of the leading manufacturers in china and glass, and he claims to be able to offer the best goods at reasonable prices. I did not see Mr. Rhodes, who, I was sorry to learn, is unwell and is not often at this shop. He has shops at Worcester and Malvern Links. The one I visited at Malvern is evidently under good management. A lady has charge of it, and the general appearance is creditable to her. I hope to have an opportunity of seeing Mr. Rhodes himself before long at one of his shops and in improved health.

On my way to Stourbridge from Worcester, for the first time in my life I made a short stay at

DROITWICH.

It would be flattery to say that Droitwich is a pretty town— it is anything but that. Still, it is situated in the midst of most charming scenery, and is a place of great interest. Salt springs were exploited at Droitwich in the time of the Romans, and from that day to the present the yield of strong brine has been continuous. Droitwich has become famous in modern times by the discovery of the medicinal properties of its brine. It is a recognised winter health resort, its brine baths being frequented for the cure of gout and rheumatism. While it continues to attract invalids as visitors, it does not seem to attract permanent residents. According to the last census, its population only numbered 4,160. When we remember that, apart from its attractions as a health resort, it is situated in the very centre of the beautiful county of Worcester, famous for its orchards and its hops, and that so many places of historic interest are within easy reach all round it, it does seem strange that it has not been better appreciated as a place of residence for the well-to-do. As my purpose in calling at Droitwich was not to undergo the brine treatment, nor yet to explore the picturesque and historic scenes in the district, but to look at china and glass shops, it was soon accomplished, for there are none. Droitwich has been liberally endowed by Nature with beautiful scenery. It is well served by railway companies, it has sumptuous baths, excellent hotels, and boarding-houses, a beautiful park, and capital roads, yet its four thousand two hundred inhabitants are badly served by our trades. From the hotels and boarding-houses in the town the number of visitors must be great in the course of the year, and their requirements in the way of pottery and glass must be added to those of the inhabitants. Yet there is only a very limited, and a very poor supply of even kitchen requisites in pottery and glass. "The Supply Stores" shows but a small stock of tea and dinner ware. "Hunter's Tea and Butter Stores" think so little of the pottery and glass they stock that they "give it away" with their butter and tea. From the specimens I saw in their window I can easily believe that is the only way they have of getting rid of it. Certainly no one who knew anything about tea and breakfast ware would ever pay money for it. But surely there must be families in the district who now and then want some decent teacups and saucers and tumblers, if not wineglasses? As far as I could see there is only one other shop besides those I have named where pottery is sold. Mr. T. A. Everton, jun., certainly sells some china and glass, and no doubt he does his best, but as he also sells ironmongery, garden tools, boots, and oil, a lady would hesitate before asking him for a tea set. There is, however, one other shop that deserves mentioning, though it does not come exactly under the same

category as the china shops I usually talk about. Mr. C. F. Bullock keeps "Ye Olde Curiositie Shoppe," at Hill End, Droitwich. He deals in antiques of all kinds, and shows some curious old china and bric-a-brac in his equally quaint old windows. He deals in antique furniture and engravings, and has a wondrous collection. He lives and carries on his business in a characteristic old cottage in the Elizabethan style—and probably of the Elizabethan age. Mr. Bullock has, no doubt, occasionally unique opportunities of acquiring "old curiosities" when the contents of old mansions and country halls are dispersed, on the death of the last member of an old county family.

I made one stop between Droitwich and Stourbridge, and that was at

KIDDERMINSTER.

This town presents a strong contrast to Droitwich. It is a municipal borough and a busy manufacturing town. There are tinplate works, iron foundries, tanneries, breweries, flour mills, and cycle works. Kidderminster, however, is chiefly celebrated for its carpets, the manufacture of which has been carried on there since 1735. The industry, however, is not so flourishing as it was. The town seems to be an exception amongst English towns, inasmuch as while the population of the United Kingdom has increased, the population of Kidderminster at the last census was nearly 1,000 less than it was twenty years ago. Still, in a town with 24,600 inhabitants, I expected to find several first-class glass and china shops. I went through all the principal streets, and I could only see one. My stay was brief, so there may possibly be some others, but I could not find them. There are one or two small—very small—dealers, and several shops in other industries where a little pottery and glass is sold. But the only proper glass and china shop I could find was that of Lane & Co., Vicar-street. This is a very old business indeed; it belongs to Mr. Lane, who, I am told, is now a very old man and unable to attend much to business, and the premises themselves are very old. It is Corporation property, and that perhaps accounts for the fact that the shop was not rebuilt years ago. Mr. Lane keeps a very large stock, and, I understand, has an extensive connection. The stock is as varied as it is large, and there is high-class pottery amongst it that would one scarcely expect to find in a building of such a character. I do not say this in an invidious sense. The long, and not very wide, shop, with its glass roof and primitive fittings is not the place where a stranger would ask for a Crown Derby tea service, but he could get it if he did, in spite of the incongruous surroundings. The large stock consists principally of medium-class and cheaper goods with, as I have said, some of the better grades as well. Lane & Co. are locally well known, for in several parts of the town I asked, "Can you tell me the nearest glass and china shop, please?" and the answer came instantly and always the same, "Lane's, in Vicar-street," The lady in charge could not spare time (or perhaps had not the inclination) to give me much information, so that I cannot give more than a brief account of what I feel sure is a business with a history. Considering its 24,600 population and only one china shop, Kidderminster is as neglected as Droitwich, with its 4,100 and none.

Glass and Crockery in Guatemala.—Common earthenware to the value of £4,916 was imported into Guatemala last year, practically all from Germany. The imports of glassware were valued at £3,124. A British Consular Report remarks: "Judging by the high prices and poor quality of the articles to be obtained here, nearly all of American, French, and German origin, British merchants should have a chance of competing."

HINTS TO RETAIL DEALERS.

(SPECIALLY CONTRIBUTED.)

Preparing for Christmas.

THE Christmas trade is generally looked forward to by retail dealers with hopeful anticipations. The class of trade done at Christmas varies with the character of the neighbourhood, but extra business is looked for everywhere. The majority of middle-class people make a point of spending more money than usual at this season, and there is an increased demand for useful goods, and an even greater demand for fancy goods for presents. Shopkeepers in our trades will do well to try and secure a larger share of the money spent on Christmas gifts than usually falls to them. Let it be known all over your immediate neighbourhood that you are going to have an interesting show of useful and ornamental pottery and glass

Specially Suitable for Presents.

This fact should be kept continually before the public from this time, the first of November, to the last day of the year. If you have a double-fronted shop, devote one window exclusively to Christmas presents. Have other Christmas lines in your other window during Christmas week if you like, but we suggest that from December 1 you have one window completely set out with useful and fancy goods as attractively as you can make it.

But you should begin talking about your coming display at once. Have a neat bill stretching across the upper part of your window, with the announcement, in large black or blue letters, on white ground:

Great Reductions! Clearance Sale
to make room for
Our Great Display of Christmas Presents,
Commencing on December 1.

If you have any surplus lines, put them in the window. If you have any goods that have "hung fire" and are becoming dead stock, mark them down as low as you can, and put tickets on most of your window goods with the announcement: "Sale Price 1s. 10d." (or 5s. 10d., or whatever your price is). If you have stock that you want to get rid of for any reason, mark it down at less than it cost you, but do not say so on your ticket. Goods that are selling mark at your regular price. You will have a number of lines that you can mark at low prices in order to get rid of them. These will attract customers, and you will be able to get your regular prices for other things by marking them also "Sale price." These price-tickets should have bold figures in red ink, and should bear the sale price only. Do not go through the farce of quoting "usual price" and "sale price" on the same ticket. You will have some goods that everyone will recognise as being reduced; let the public estimate your other reductions for themselves. We do not like to see a tradesman announce that he is selling "at cost price," unless he is giving up business altogether. It is most injudicious for a man who is continuing his business to say he is selling at cost price. If he is really selling at cost, and the goods happen to be such as usually bear a good profit, the public will jump to the conclusion that the difference between your regular price and your sale price represents the profit you get on all your goods. They will conclude that your profits are large and your prices too high, and will go elsewhere. When you mention "cost price" to your customers, they only think of the price you pay the manufacturer. They do not take into consideration carriage from the works, charge for packages, and loss by breakages. You are truthful in saying "Great Reductions," and there is no necessity to say how much the reductions are, nor on which of your goods they are made.

We suggest that on Monday, November 26, you alter your window announcement to :—

LAST WEEK OF CLEARANCE SALE !
SHOW OF CHRISTMAS AND NEW YEAR'S PRESENTS
OPENS NEXT MONDAY.

Your townspeople will have been reminded of your Christmas Sale all through November, and will naturally look out for it.

Have an advertisement in your local weekly paper each Saturday in December to this effect :—" For beautiful, useful, and fancy china and glass, suitable for Christmas and New Year's presents, and at reasonable prices, go to Henry's China and Glass Shop, 29, North-street, Priceton." Say you want this nicely " displayed," and the printer will make it attractive. You will find that publicity will pay you. It will be useful if you have a short announcement of your " Special Christmas Sale from December 1 to December 31 " neatly printed on half a sheet of note-paper (not wrapping paper) and circulated in your district. If you are friendly with a local tradesman in another line, arrange with him to put one of your circulars in his parcels, while you put one of his in your packages. If you can also get your circulars placed in the letter-boxes of the private residences in your district about the end of the first week in December, it will pay you. Of course, having made all these efforts to induce customers to come and purchase their presents at your shop, you will have to provide an attractive assortment of china and glass ware —useful, ornamental, and fancy. But " that is another question."

ON BUYING STOCK.

There is an expression very common in our trade, and doubtless it is equally familiar in others, to the effect that an article " well bought is half sold." There is much truth in this, for if an article is well bought," it will be a seasonable article of an up-to-date kind, and at a proper price. An article is not well bought if it is purchased at the wrong time of the year, nor if it is old-fashioned, nor yet if too high a price is paid for it. But, important as it is to keep these three points well in mind, there are several other things to be taken into account in buying stock for a glass and china shop. There are many things you must know if you want to buy well. If you have had many years' experience you have found some of them out for yourself ; if your experience is only a short one, you may perhaps like to be told what they are, and so save your time by profiting by my experience.

Before buying stock you should make yourself acquainted with the position and requirements of the people in your neighbourhood. Of course, a glass and china dealer must always keep some lines that will suit buyers from any district and of almost every class. But it will always be necessary that a large proportion of your stock is appropriate to the inhabitants living around you, or to people who come to your neighbourhood reguarly to do their shopping. You have to consider " What kind of goods will be most in demand here ? " Everyone will understand that, in our line of business at any rate, it would be perfectly useless to transfer the stock from a shop in South Audley-street to a shop in the Whitechapel-road. On the other hand, a pottery dealer who is making money in the Old Kent-road, would come badly off if he was compelled to trade in New Bond-street with the same goods. These, of course, are exaggerated cases, but they teach us that a dealer must suit his stock to his locality if he wants to sell it. You have to think over what the majority of the people whom you expect to frequent your shop are most likely to want, both as to quality and quantity. You must try and learn this by observation, and then you must regulate your purchases accordingly. The retail dealer requires to exercise a great deal of judgment in determining what, when, and how much, to buy. The man who can command this discretion will be the best buyer, and this should make him one of the most successful dealers.

It is not easy to lay down hard and fast rules for all dealers, because on some points men who are admittedly good buyers are not agreed. Some people, for instance, will tell you that the more manufacturers you buy from, the greater will be the variety of your stock, and the better chance you will therefore have of meeting the requirements of your customers. Others, again, will tell you that it is better to confine your purchases to a few houses—just enough to cover your regular wants—rather than roam all round the manufactories buying promiscuously. Experience has taught me that the dealer who buys the productions of the greater number of manufactories will have a more diversified stock and, consequently, can give his customers a wider choice. The chief attraction of " The Stores " to ladies is that they usually have a greater variety than the individual dealer. But in some stores I have seen there was no advantage in this, for many shops with a lesser variety have presented a far better choice, because greater discretion had been exercised by the dealer in selecting his stock. If you are in a large way of business you will be able to place orders with many manufacturers, but if your turnover is only a moderate one it will not be wise to open so many accounts. I know that even dealers in a small way of business like the idea of " buying direct," but unless you can order large quantities of one firm's productions, you will find it more economical, and far more convenient, to buy from a wholesale dealer. There are wholesale houses in London who can sell you the goods of thirty or forty different manufacturers of pottery and glass, so that you can stock your shop with small quantities of many makes, shapes, and patterns, and only one account. If you are new to the business the wholesale dealer will advise you as to the class of goods best suited to your neighbourhood. Old-established tradesmen may not be interested in it, but I should like to conclude the present article on " buying stock " with a few words on

BUYING FOR CHRISTMAS.

The big dealers have long since placed their orders for Christmas novelties, both with home and foreign manufacturers. Whatever the extent of your trade, you will find it advantageous to go out of your regular course and make a special display for Christmas in the manner suggested in the preceding article. If your premises are small it will pay you to put some of your toilet sets and dinner sets on one side for a time, and make a display of fancy goods suitable for ornaments and for presents. Many of our manufacturers of pottery and glass are now providing a number of small fancy pieces—useful and what are called nick-nacks—exactly suited for these Christmas shows. They have prepared stocks of these, so that small quantities can be sent off at once. These are not subject to the delay that sometimes occurs with goods " ordered from the works." It is so much the custom now for dealers to make a " Special Christmas Show " that British manufacturers are every year bringing out fancy goods for them to make it with. A " Christmas Sale " of little things you do not usually handle will do your regular trade no harm, on the contrary, it will help to advertise your shop. But be patriotic ; confine your Christmas sale as far as you can to British-made goods. There is now sufficient choice for you to do so.

Earthenware and China are imported into Madagascar in steadily diminishing quantities. The value in 1905 was only £3,851, whereas in 1904 it was £4,581, and in 1901, £7,498

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EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS). FOR SEPTEMBER, 1906.

	Quantities.				Value.			
	Month ended 30th Sept.		Nine Months ended 30th Sept.		Month ended 30th Sept.		Nine Months ended 30th Sept.	
China or Porcelain, and Earthenware.	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany ..... cwts.	4,450	4,433	38,860	47,163	£5,109	£5,459	£49,555	£56,613
„ France ..... „	2,471	8,950	39,270	49,179	3,831	4,416	45,964	44,826
„ United States of America ..... „	34,002	36,430	320,556	357,264	40,817	46,195	387,798	425,043
„ Brazil ..... „	10,984	15,733	89,283	115,527	7,326	9,181	66,690	87,637
„ Argentine Republic ..... „	19,617	28,377	264,587	327,154	9,210	13,566	95,952	131,521
„ British South Africa ..... „	17,975	9,845	190,922	164,715	12,403	6,654	104,053	86,487
„ British East Indies..... „	14,457	18,690	191,311	213,210	9,670	11,644	101,504	115,224
„ Australia ..... „	19,445	14,722	112,966	127,286	18,307	13,312	123,446	128,940
„ New Zealand ..... „	5,051	8,047	43,774	50,154	7,941	8,753	56,075	67,711
„ Canada ..... „	13,091	23,919	183,187	221,881	12,916	17,935	141,986	175,609
„ Other Countries ..... „	64,843	86,386	529,454	688,083	36,326	44,001	359,568	409,007
Made up as follows:								
Porcelain, Chinaware, and Parian .. „	1,619	1,640	17,178	18,435	12,600	13,734	110,266	117,753
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	90,464	97,374	856,354	972,663	112,498	124,863	1,055,115	1,213,943
Jet, Rock'm, and Glazed Terra-cotta „	384	7	2,975	800	429	15	3,779	1,521
Red, Stone, Brown and Yellow Ware „	102,285	142,637	1,018,487	1,247,705	22,893	24,800	217,897	236,861
Other Sorts (including Electrical and Chemical Ware) ..... „	11,634	13,874	109,176	122,013	15,436	17,704	145,534	158,540
Glass.								
To British South Africa.....value £	—	—	—	—	98,648	8,741	806,324	65,792
„ Other Countries .. .. „	—	—	—	—		104,940		880,399
Made up as follows:								
Plate Glass .....cwts.	11,816	15,330	88,507	103,375	15,746	20,067	120,151	151,016
Flint Glass ..... „	4,640	5,894	45,536	46,043	16,775	20,195	140,820	150,203
Glass Bottles .....gross	58,544	65,637	476,251	559,464	40,610	46,529	311,446	359,806
Glass Manufactures, other sorts....cwts.	28,643	34,006	260,545	328,800	25,517	26,890	233,907	285,166

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR SEPTEMBER.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian..cwts.	4,327	4,225	36,901	36,743	£21,215	£18,759	£164,911	£174,885
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. „	21,630	24,244	246,536	235,254	47,354	49,185	460,088	460,840
Jet, Rock'm, and Glazed Terra-cotta „	2	30	381	6,876	12	94	945	2,329
Red, Stone, Brown and Yellow Ware „	1,094	2,394	6,822	24,896	434	611	4,632	6,955
Other sorts (including Electrical and Chemical Ware) ..... „	5,239	1,618	15,320	17,147	2,913	2,470	17,339	25,425
Window and German Sheet Glass „	110,241	96,215	806,420	1,020,765	65,082	54,725	479,103	575,276
Plate Glass ..... „	27,541	32,781	327,785	297,468	32,660	42,994	396,742	387,758
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass „	72,893	66,305	571,546	613,188	118,303	99,052	945,720	970,541
Glass Bottles.....gross	118,314	98,138	1,138,214	1,105,590	47,407	40,806	463,896	461,460
Glass Manufactures, other sorts....cwts.	7,234	2,448	63,673	33,825	12,038	4,307	116,754	52,257

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR SEPTEMBER.

	Quantities.				Value.			
	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian ...cwts.	2,821	2,195	16,416	13,233	£11,327	£8,913	£62,413	£56,426
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) „	1,278	1,368	15,991	5,743	2,963	1,879	32,647	11,870
Jet, Rock'm, and Glazed Terra-cotta „	—	1	9	39	—	7	55	164
Red, Stone, Brown and Yellow Ware „	46	—	77	405	30	—	107	855
Other sorts (including Electrical and Chemical Ware) ..... „	—	—	59	71	—	—	239	371
Window and German Sheet Glass „	1,262	308	6,527	11,609	826	131	3,854	6,098
Plate Glass ..... „	75	17	4,069	2,251	110	24	5,779	3,146
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass „	7,704	553	41,660	13,197	14,215	1,138	83,236	26,613
Glass Bottles .....gross	2,412	2,850	19,338	20,556	1,079	1,759	9,353	12,424
Glass Manufactures of other sorts ..cwts.	765	353	7,956	4,906	1,829	889	19,989	12,193

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Aug. 25 to Sept 26, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to Sept. 26, 1906. Packages.	Corresponding period, 1905. Packages.
To Boston	581	356	5,407	4,425
,, New York	729	709	4,828	5,220
,, Baltimore	1,362	1,065	11,024	9,235
,, Philadelphia	41	67	900	710
,, New Orleans	335	267	3,127	2,855
,, Newport News	104	128	1,080	795
,, San Francisco	149	115	1,298	849
,, Portland, Me.	97	11	692	345
,, Galveston	103	114	1,081	764
,, Portland, Or.	17	71	705	418
,, Inland Points	927	801	9,109	10,858
Total	4,445	3,704	39,251	36,474

Foreign Notes.

Coloured Bottles are recommended by a German Professor for the purpose of storing sterilised milk; he thinks that this would help to preserve the contents and to distinguish the sterilised from unsterilised supplies.

The Porcelain Import of Spain during the first six months of 1906 amounted to 27,851 m. tons in weight and £28,960 in value. The figures, and especially the value, show a marked increase as compared with those for the corresponding periods of recent years.

Porcelain and Glassware to the value of £7,800 were imported into Damascus during 1905. Of this total Austria-Hungary supplied 30 per cent., France, Italy, and Germany 60 per cent., and Belgium 10 per cent. The value of the import in 1904 was £9,000.

Japanese Pottery Exports.—The exports of porcelain and earthenware from Japan during 1905 were valued at £543,000. More than half went to the United States, the rest being distributed all over the world. The value of the export in 1904 was £395,000, and in 1905 £323,000.

"Der Glashuttentechniker" is the title of a small book, by Hans Schnurpfeil, which forms vol. 1 of the German "Glassmakers'" library. It is published by "Die Glas-Industrie" of Berlin, at the price of two marks. The first part deals with refractory materials, firebricks, &c. In the second part a short account is given of the raw materials and the methods and apparatus for treating them.

Curious Cause of a Strike.—Twenty-five girls employed at a Trenton (N.J.) pottery struck work during October because the manager objected to their singing. Various popular songs had echoed throughout the factory, but the climax came when the president picked up the telephone receiver to converse with a customer. "When can you ship the goods?" queried the voice. "When the harvest days are over, Jessie, dear," was wafted over the wire. The president had to explain to the customer that the irrelevant reply emanated from the singing enthusiasts upstairs. Then he promptly stopped the singing, but discontent was caused, and the strike occurred.

The Chinaware Export of Kiukiang during 1905 amounted to 54,410 cwt. in quantity, and £160,485 in value. A considerably larger quantity of chinaware passed through the port than in the previous year. This probably indicates a larger total manufacture at the Ching Tê Chên kilns, but as only a comparatively small quantity passes through Kiukiang, the export cannot be taken as a criterion of the prosperity or otherwise of this ancient industry. By far the larger proportion of the pottery goes by junk of wheelbarrow in various directions from the seat of manufacture. The increase in the amount which passed through Kiukiang is given in the returns as 10,822 cwts., valued at £58,179.

Glass Goods at Nijni Novgorod Market.—Glass and glass goods at the Nijni Novgorod market were offered in rather less quantity than last year, owing principally to poor expectations of the sale. There had been frequent and easily satisfied strikes in the factories, except where mirror glass and mirrors were made. There the strikes had a more lasting effect. There was satisfactory business in hollow glass with the Volga and Kama districts, Siberia, Caucasus and Persia at previous prices, on which basis there was also good business in window glass. The mirror trade was satisfactory, the cheaper sorts being most in demand, and also for small sizes of mirrors in wooden frames. There was no material change in the range of prices.

Designs for Russian Porcelain.—The "Novoe Vremya" gives the list of subjects that have been selected by the managers of the Russian Imperial Porcelain and Glass Works, of St. Petersburg, for the annual competition, designs for which must be sent in by November 14. Competitors may also choose independent subjects, and all will be eligible for awards. The subjects selected are:—Sketch or model of a low flower basket for the dinner table; table model in wax or gypsum of separate figures, men or animals, to be worked out in "biscuit"; design for a complete tea service for twelve persons, including teapot, slop bowl, cream jug, sugar basin, cups and saucers; designs for a crystal table service, including champagne and other wine and water glasses, five kinds of liqueur glasses, caraffes, salt dishes, flower vessels, and short candlesticks, not higher than 5 in., with the addition of sketches to illustrate the details of separate parts more amply.

A Chinese Merchant's Circular.—We have received from a subscriber a page from the catalogue of a Chinese firm in Rangoon, which is as follows:—REAL CHINAWARE.—China wares first made in China. This industry was lately introduced by the Western Nation and day by day it was improved, until we now see every house using it. The Chinese people who were the first to do this work only kept to their ancient makes and nothing was done to improve the work and yet it is a pity that they do not do so. China made in China is far superior to that made elsewhere and it proves for itself a thousand times better. Travellers who have been in China have bought many a piece for large sums of money and still there are merchants who do this entirely, we have now on hand the following:—

Flower pots, vases, plates, tea sets, dinner sets (large, small, coloured and uncoloured), breakfast and dinner combined 140 pieces. DECORATINGS.—Ponies, Ducks, Monkeys, Birds, Images, Deers, Buddahas and Toys, etc., etc. It is worth your attention to pay us a visit at any time you will not be the looser but the benifiter always by seclecting a piece you like best, no other firm has these goods for sale in Burma.

Our Methods of Trade with Germany.—At a meeting of the Dudley Chamber of Commerce on October 2, Mr. F. W. Cook, the president, delivered an interesting address on our trade with Germany. Having private business in Switzerland and Germany, he made inquiries with regard to probable business for the manufacturers in that district. He visited Basle, Zurich, Stuttgart, Nuremberg, Plauen, Chemnitz, Dresden, Leipzig, Berlin, and Hamburg. He proposed to limit his remarks to (*a*) trade opportunities for manufacturers in this district, (*b*) methods whereby our goods could be advantageously placed upon the market. Having explained that he found traders were open for the better classes of British goods, he proceeded to comment upon the methods of trade to be pursued. Every Consul or commercial man whom he questioned upon this point were unanimous in their opinion that all catalogues, price lists, and correspondence should be in German, and that German measures and German money should be quoted. He was told that many British firms sent out catalogues which were veritable works of art, but which, being printed in English, were never translated, and after being casually glanced at were thrown aside. In reference to representatives, smart men who knew the language and the habits of the Germans should be sent out. An office or stock room in the capital with a staff of qualified travellers was, perhaps, the most successful form of winning trade. The Customs was another important factor, and would-be exporters should closely study the classification of the German Customs, by which means a variation in the finish or make-up of goods might effect a considerable saving in duty. In Germany the trader preferred to deal directly with the manufacturer rather than with the merchant; and this was particularly the case in regard to British goods, for British merchants who handled these goods demanded a large profit, and this profit so inflated prices that they could not fairly compete with German goods. As a case in point, he might mention that a large and highly-influential firm of local glass manufacturers, who preferred to deal with merchants rather than direct, had practically lost all their German trade, although their goods were held in high repute. Out of twenty articles formerly imported into Germany, nineteen had been discontinued from the same cause.

GAS FIRED POTTERY KILNS.

AT a meeting of the English Ceramic Society, held at Hanley on October 13, Mr. W. P. Murray read a paper founded on his personal experience on "Gas Fired Pottery Kilns." In nearly every pottery the material most wasted was coal, and Mr. Murray said the question of economy in fuel had been neglected, but was now happily receiving attention. After numerous trials he established that the necessary heat for a pottery kiln was obtainable from gas, and then studied how the heat could be best utilised. To show that he had succeeded he quoted the testimony of eminent Scottish potters and scientists, who agreed that the experimental kilns which he designed were economical, required less repairs than coal kilns, worked more rapidly, were smokeless, and thoroughly and cleanly distributed the heat. He claimed that there was nothing to prevent the finest quality of ware being fired in such kilns by means of the cheapest kind of fuel, and with a minimum of loss and waste. Mr. Murray then exhibited models of his kilns and explained them. Although the full advantage of gas firing could be obtained only when there was a full set of, say, ten kilns working continuously, yet some of the benefits might be obtained by building or converting only one kiln. When it was found inconvenient to work a set of kilns constantly, the kilns might be kept in statu quo, neither gaining heat nor losing it, by simply adjusting the admission of gas. With one kiln only, instead of a set, there would be little saving in the weight of coal used, but there would be a saving in its cost, because cheap slack or dross would serve instead of more expensive coal. Since there would be no mouths, there could be no checking of the heat or destruction of the kiln, saggars, or ware by the sudden inrush of cold air, as there was when mouths were opened for firing; no damage by contact with the clinker and ash from coal; and the kiln would be smokeless. As to cost, he estimated that a biscuit kiln, 15 ft. in diameter, 9 ft. high to the spring of the arch, with 4 ft. rise in the crown, would with coal probably fire off in forty hours, burn 12 tons of coal, and break 100 saggars; a gas kiln (not one of a set) of the same dimensions would fire off in 30 hours, burn 9 tons of slack, and break 10 saggars. He estimated that would be a saving by gas firing of £5. If this experiment succeeded with one kiln, it would lead to a gradual increase in the number of kilns until there might be a full set. This cautious method of proceeding would also bring an experience in the use of gas that would create confidence. Every kiln added to the original experimental round one, and worked in combination with one or more others, would greatly increase the economy, especially in time and fuel; so that, if a set of 10 kilns were attained, each round kiln would fire in about 10 hours, with about 4 tons of slack; if the kilns were square, they would each fire in about 8 hours, with 3 tons of slack. He calculated that whereas the firing of a single coal kiln of the size mentioned would cost £9 1s. 4d., the firing of each square gas kiln of a set of 10 would only cost £1 6s. 4d. Mr. Murray predicted that fifty years hence gas firing in potteries would be universal. He announced for the information of any potters who would like to experiment with but one kiln, but who could not see their way to spend a large sum all at once, that he had made arrangements with a good company of furnace builders to supply the necessary plant, to erect or convert a kiln or kilns for any solvent potter, and to take payment by instalments spread over twelve months.

Mr. Jackson moved a vote of thanks to Mr. Murray. It seemed to him that if gas firing were to become prevalent in the Potteries, it would have to be applied to existing kilns. There was no question that Mr. Murray's prediction would be verified. They might regard the efforts of Blair & Co., of Longton, as the beginning of a renaissance of gas firing. At Alfred Meakin's, Ltd., Tunstall, they had been working on the problem for fifteen months, and for nine months had had gas fired kilns in successful use. They had proved absolutely satisfactory, both as regards fuel economy, which was nearly 40 per cent.; wear and tear, which was less than half; and spoiled goods, which were also less than half. They were now firing no enamel except by gas. The kilns were ordinary four-mouth kilns. They had fired about 470 kilns of enamel goods with gas, and the results had been so satisfactory that they were starting to work on the majolica kilns. At present they had fired 24 of these kilns with good results. The gas they used was producer gas, and they got uniformity throughout the whole kiln. Mr. Jackson showed some tiles which had been fired by gas.

The vote of thanks was passed unanimously.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

The Don Pottery Company have opened premises at 29, London-road, Southwark, S.E.

Mr. T. Laughlin, china and earthenware dealer, of Rye-lane, Peckham, has recently died.

Bolsom's China and Glass Stores have been opened at 24, Chapel-street, Pentonville, N.

The Edmonton China & Glass Company are opening new premises at 172, Fore-street, Edmonton, N.

Mr. H. Samuels, china and glass merchant, has relinquished the business at 279, Holloway-road, Islington, N.

Byers & Sellers, china and glass merchants, have relinquished the business at 167, High-road, Streatham, S.W.

Mr. T. Connor, china and glass merchant, has relinquished the business at 197, Blackstock-road, Finsbury Park, N.

Mr. J. Cox, Jun., china and glass merchant, has transferred his business from Royal Parade to 18, London-road, Croydon, S.E.

Mr. J. W. Palmer, 45, Dudley-road, Grantham, has opened a china and glass department in connection with his ironmongery business.

Robert Hogg & Co., Belfast, opened their new premises at 10, Donegall-square West, during October, with a fine display of glass and pottery.

Mr. A. A. Lynes, china and glass merchant, has relinquished the business he recently opened at 363, Barking-road, East Ham, E.

Mr. E. J. Bushnell, china and glass merchant, 23–25, St. Christopher's-place, Wigmore-street, W., has been nominated as a candidate for the Marylebone Borough Council.

Glass Shades Tabooed.—In a request to his parishioners not to place glass shades containing artificial flowers on the graves of their dead, the Vicar of Epping says he objects to their use because they are entirely foreign in their origin and quite un-English.

Mr. J. W. Walton has now opened his new showroom at Bath House, 57, Holborn-viaduct, E.C., as referred to in our last issue. He has received a full line of entirely new samples from Stevens & Williams, Stourbridge, and also new samples from his other manufacturers.

The Late Mr. F. J. Lancaster, of Lancaster & Baker, of Hanley, earthenware manufacturers, and of Lyndhurst, Barlaston-road, Trentham, who died on June 14 last, left estate of the gross value of £3,795 2s. 6d., of which the net personalty has been sworn at £2,797 13s. 10d.

Barker & Jones, Ltd.—Registered capital, £3,005 in £1 shares. Objects, to adopt an agreement with R. Barker and T. Jones, trading as Barker & Jones, and to carry on the business of manufacturers of bricks, tiles, pipes, pottery, earthenware, china, terra cotta, and ceramic ware of all kinds, &c. No initial public issue.

Tenders Accepted.—For earthenware, glass, &c., for the Brentford Guardians:—Finney & Co., Hammersmith, £144 4s. 9½d.——For earthenware for the Guardians of Wakefield Union:—Baynes & Co.——The Orsett (Essex) Board of Guardians have accepted the tender of Mr. A. Horncastle for the supply of earthenware.

Hoods, Ltd.—The annual meeting was held on October 10 at the International Exchange, Birmingham. The directors' report and auditors' statement of accounts were passed, and a dividend of 8 per cent. less income tax on the ordinary shares for twelve months ending July 31, 1906, was declared. Alderman Samuel Edwards, J.P., was re-elected a director.

The firm of Keenan Brothers, glass and china merchants, Sullart-street, Cockermouth, consisting of Messrs. Thomas Keenan, Felix Keenan, and Joseph Keenan, was dissolved on October 3 by mutual consent. Messrs. Felix Keenan and Joseph Keenan will continue to carry the business on in partnership at the old premises and in the name of the old firm.

The Census of Production.—It is the intention of Mr. Lloyd George, who has charge of the Census of Production Bill, which was read a second time on August 1, to invite a number of the manufacturers in the House of Commons to serve on a preliminary Committee. The object of this informal proceeding is to examine the details of the proposed Bill and to suggest amendments to meet the objections raised against the Bill by certain trades.

Shop Assistants' Hours.—A deputation from the Shop Assistants' Union waited upon the Home Secretary on October 18, on the subject of the shortening of the hours of shop assistants. Mr. Gladstone said there were difficulties in the way of legislation of a compulsory character. He would look into the matter very closely, with a view to seeing in what way the machinery could be improved. He could, however, make no specific promise of legislation next year.

The Royal Crown Derby Porcelain Co., Ltd., are removing their London show rooms from Holborn Viaduct to 15, Charterhouse-street, E.C. They hope to be in their new premises towards the end of December. For some time past they have felt the necessity for more room to accommodate the stock they keep in London. In Charterhouse-street they will have ample space, and when the arrangement of their new samples is completed, they will have a brilliant display of the finest useful and ornamental china, in new forms and decorations.

International Exhibitions.—The President of the Board of Trade has appointed a strong committee "to inquire and report as to the nature and extent of the benefit accruing to British arts, industries, and trade from the participation of this country in great international exhibitions; whether the results have been such as to warrant his Majesty's Government in giving financial support to such exhibitions in future; and, if so, what steps, if any, are desirable in order to secure the maximum advantage from any public money expended on this object."

Railway Rates.—Sir William Tomlinson presided over a conference held in London, on October 23, on the subject of railway companies' owners' risks, rates, and conditions. There was a large attendance, which included many members of Parliament and representatives of Chambers of Commerce from all parts of the kingdom. The provisions of the Railways (Contracts) Bill, introduced into the House of Commons by Mr A. G. Hooper, M.P., were discussed and approved, and it was resolved to support the measure in every possible way.

Dangerous Industries and Workmen's Compensation.—The Home Secretary has appointed a departmental committee to inquire and report as to what diseases and injuries by accident are due to industrial occupations, are distinguishable as such, and can properly be added to the diseases enumerated in the third schedule of the Workmen's Compensation Bill, 1906, so as to entitle to compensation persons who may be affected thereby. The chairman of the committee is Mr. H. Samuel, M.P., and the members are Professor Clifford Allbutt, F.R.S., Mr. H. H. Cunynghame, C.B., and Dr. T. M. Legge.

Company Liens Registered.—William Pearce, Ltd., glass merchants, Birmingham. A trust deed has been registered, and particulars of £12,000 debentures covered by the said deed have been filed. The property charged is certain freehold land in Bridge-street, Birmingham, with the factory, warehouses, buildings, machinery and fixtures thereon, and

the company's undertaking and property, present and future, including uncalled capital.—Cauldon (Brown-Westhead, Moore & Co.), Ltd., earthenware manufacturers, Stoke-on-Trent. Issue of £500 5 per cent. debentures part of a series created August 1, 1905, to secure £40,000 charged on copyhold canal wharf, offices and earthenware factory, at Cauldon-place, Stoke-on-Trent, with site thereof, subject to mortgage, copyhold land at Skelton, Newcastle-under-Lyme, and the company's undertaking and property, present and future, including uncalled capital.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office in September was 65, as compared with 69 cases in August, and 86 in July. In September there were 6 reported cases in the pottery trades and 1 death. There was no death from lead poisoning in our trades in July or August. The number of reported cases in the pottery trades in the first nine months of the year was 82, as compared with 71 cases in the same months of last year. During the first nine months of 1906 there were 5 deaths from lead poisoning in the china and earthenware trades, as against 2 deaths in the same period last year. The total number of cases reported in the first nine months of this year was 609; of these 131 cases occurred among house painters and plumbers. The total number for the same months last year was 547, of which 105 were connected with house painting and plumbing.

School of Art, Wedgwood Institute.—The results of the examinations and competitions under the Board of Education for the Session, 1905-06, were very satisfactory. The list of honours gained by the students of the Burslem School of Art is a long one, and is headed by Percy Gleaves, who attained phenomenal success. He was awarded a British Institute Painting Scholarship, value £100, tenable at any recognised School of Art in England or on the Continent. Percy Gleaves has also been successful in gaining a Royal Exhibition of the value of £100, tenable at the Royal College of Art for two years. Sidney Tushingham has been successful in gaining a National Scholarship of the value of £100, tenable at the Royal College of Art for two years. Arthur Scott has been awarded a Local Scholarship, value £60, tenable at the Wedgwood Institute for three years. Percy Gleaves passed first class in eleven examinations and second class in two others.

Contracts Open.—For the supply and delivery of glass bottles, &c., for the L.C.C. Tenders must be upon the official forms, which may be obtained on application to the Clerk of the Council, County Hall, Spring-gardens, S.W., and no tender will be received after 10 a.m. on November 5.——For the supply of earthenware and china to their several establishments from date of acceptance of tender to October 5, 1907, for the Guardians of St. Giles, Camberwell. Forms for the purpose upon application. Tenders to be delivered at the Guardians' Offices, 29, Peckham-road, S.E., addressed to the Board of Guardians, before noon on November 7.——For supply of terra-cotta for the Beaver-road Municipal School, Didsbury, Manchester, for the Manchester Education Committee. Specification may be obtained at the offices in Deansgate, Manchester, on deposit of £1 1s., which will be returned on receipt of a bona-fide tender. Tenders must be delivered at the Deansgate Offices of the Education Committee by November 7.

Linthorpe Pottery.—By the courtesy of the Curator we have been favoured with a catalogue of the Loan Collection of Linthorpe Art Ware now exhibited at the Dorman Memorial Museum, Middlesbrough. The exhibition is an interesting one, consisting of 116 specimens of Linthorpe pottery. The exhibits have for the greater part been lent by local collectors, and include vases of various types, water jugs, ewers, drinking cups, bowls, biscuit jars, plaques, pilgrim bottles, &c. There are also specimens of the very large vases which were a feature in Linthorpe pottery. The catalogue is prefaced by a short account of the Linthorpe Pottery and its productions. This account scarcely does justice to the prominent part taken by Mr. Henry Tooth (now principal proprietor of the Bretby Art Pottery) in the foundation and development of the industry. The pottery lasted but about ten years, yet under the direction of Dr. Dresser and Mr. Tooth it produced artistic forms with an originality of decorative treatment that is greatly prized by collectors of to-day.

A Limited Trade.—The story of an alleged boycott of a workman was told before his Honour Judge Smyley, K.C., at Shoreditch. The plaintiff, who claimed over £70 for wrongful dismissal, was employed in London originally as a cutter of glass letters, such as are used on shop window fronts. He was persuaded to go to a firm at Lancaster, where they suggested he misbehaved himself, and he was discharged. He claimed his full wages from the time of his dismissal, as he suggested that he had been told he would have full work for years, with every chance of rising. According to counsel, this was a peculiar trade. There were only thirty men in the trade in London. The plaintiff said he went to his old firm in London, and they said, "No, you tried to throw us over by going to Lancaster, where they are trying to make a corner, so you had best go back." He then went to the other three firms in London that he knew of, but they had heard of the Lancaster affair, and refused to have anything to do with him; so he was practically boycotted by the trade, and had been out of work ever since. After a lengthy hearing the judge found for the defendants, with costs. His Honour, Judge Smyley, remarked that he had never heard of a trade before with such small scope.

The City and Guilds of London Institute.—The report of the Technological Department on the work of the last session just issued contains the following particulars concerning pottery and porcelain:—Examiner, Mr. W. Burton; number of classes, 13 (11); students, 183 (153); candidates, 104, including 48 preliminary (88, with 37 preliminary); passes, 54, including 27 preliminary (53, with 25 preliminary). The figures in brackets are those for the previous year. Remarks: The increased number of students presented in the earlier stages seems to show a growing desire on the part of those engaged in the industry to avail themselves of the benefits offered by the classes. The papers in themselves offered little that calls for remark except of a generally favourable nature. They are of average merit without distinction. The advice tendered to students and teachers during the last few years seems to have been generally acted upon. It is gratifying to find a continually increasing use of sketches in illustration of the answers. The answers, too, on the whole, are more clearly presented and arranged. Many students still lose marks by not reading over the questions carefully, so that they present answers that tell the examiner much that he never asked about, and omit to notice some important aspect of the question that was asked. Some of the honours students were particularly at fault in this respect, though the fault was by no means confined to them.

Wordsley School of Art.—On Tuesday, October 24, Miss M. H. Richardson, a daughter of Mr. Benjamin Richardson, of Wordsley, laid a memorial stone in commemoration of the completion of the building scheme of the Wordsley School of Art and Technical Institute. When the work is finished the accommodation for classes will be greatly increased. In addition to a large front room on the ground floor, there will be ten new rooms. The Rev. J. J. Slade, chairman of the committee, presided over a large assembly of influential people interested in the movement. The addition includes a larger and better fitted laboratory for the class in glass manufacture—the only one of its kind in the kingdom. The bequest made

by the late Mrs. Phœbe Carter (formerly Miss North) has been applied to these improvements. Mr. D. E. Jones, chief science inspector to the Board of Education in the Midlands, spoke in highly complimentary terms of the utility of the Wordsley School of Art, and he eulogised the importance of the chemistry of glass manufacture as taught in the classes. Miss Richardson was presented with a silver trowel in case and a mallet, with which she "well and truly laid" the memorial stone bearing the inscription:—"This stone was laid by Miss Martha H. Richardson, of Wordsley Hall, October 24, 1906, to commemorate the completion of the building designed in 1891 by T. Robinson, architect, Stourbridge. In proposing a vote of thanks to the Chairman, Mr. Benjamin Richardson remarked: "Within the last ten or fifteen years there has arisen, not only in Wordsley, but also in every other part of the country, a marked recognition of the importance of more attention being paid to manual and technical as well as general education than had formerly been the case, and it is a matter of common knowledge that to some extent this had been brought about by the recognition that England's supremacy as a manufacturing nation was being disputed; however, I trust that the promotion and doing of this undertaking will be encouraged by the young people of the district taking the fullest advantage of the School, and from the progress that has already been made in the Art School I feel sure they will. I myself am in favour of some system of compulsory technical education, and in my opinion the day will come when it will be brought into force. I trust the rising generation will derive such benefit from this undertaking as will equip them for the part they have to take in this life's battle."



Mr. E. J. Johnson.

A Manufacturer's Journey.—It has become quite the custom for pottery manufacturers to travel abroad, and thus to become personally aequainted with the requirements of the countries with which they do business. Mr. E. J. Johnson, of the firm of Johnson Brothers, Ltd. (Hanley), has been making a tour in Canada and on the Pacific slope. Mr. Johnson has, however, been looking after his personal requirements, as well as those of his firm, for we understand he will be married to an American lady in East Orange, New Jersey, on the 15th inst. We tender our congratulations to Mr. Johnson and his bride, who are expected in England about the beginning of December.

Exhibition of Wedgwood Ware.—Josiah Wedgwood & Sons, Ltd., Etruria, have just taken an unusual step for them. At the Adelphi Hotel, Liverpool, they have been holding, during last month, an exhibition of reproductions of some of the finest examples of Josiah Wedgwood's art. The object seems to have been to familiarise the public with the beautiful patterns actually designed by the founder of their firm, and decorated by his famous artists. The museum at the works shows how numerous these were, and the reproduction of some of the most choice is giving great satisfaction alike to connoisseurs and dealers. One of the historically famous pieces shown last week was the large Homeric vase, designed and modelled by Flaxman—blue ground with figures in white relief. There were also reproductions of the two flower pots with Bacchanalian ornamentations, the originals of which were in the Tweedmouth collection. An object of interest was the reproduction of the "Portland Vase," in brown, with white cameo figures. Another exhibit, not often seen, was the copy in blue and white jasper of the famous "Warwick Vase." This was not a recent reproduction, but the first copy made by the firm. This was a reduced copy of a vase found in 1770, some sixteen miles from Rome, in one of the places resorted to by the Emperor Hadrian Augustus. The display was a very large one, and illustrated the wide field covered by "Wedgwood Ware." The exhibition included a number of examples of the unique pottery decorations of Mr. Alfred Powell. We have before referred to the attractive characteristics of Mr. Powell's original ornamentations. His coloured schemes, particularly his reproduction of Chinese blue, are of great beauty.

China Dealers and Early Closing.—At the meeting on October 3 of Camberwell Borough Council the General Purposes Committee submitted a report stating that they had received a deputation of shopkeepers representing five trades in the Borough applying that the closing order which was made by the Borough Council on May 5 last should be revoked. Messrs. A. Broad and W. E. Kelsey presented the following petition signed by Mr. Sidney Arbery, of 52, Peckham Park-road, and forty-two other china and glass dealers:—"Gentlemen,—We, the undersigned, proprietors and occupiers of the undermentioned premises, and carrying on business as china and glass dealers and representing over 50 per cent. of the said trade, hereby request that the order of the Council dated May, 5, 1906, shall be revoked as provided by the Shop Hours' Act, 1904, Clause 4, which reads as follows:—'The central authority may, at any time, on the application of the local authority, revoke a Closing Order either absolutely or so far as it affects any particular class of shops; and if at any time it is made to appear to the satisfaction of the local authority that the occupiers of a majority of any class of shops to which a Closing Order applies are opposed to the continuance of the Order, the local authority shall apply to the central authority to revoke the order in so far as it affects that class of shops, but any such revocation shall be without prejudice to the making of any new Closing Order.'" The Committee stated that the revocation of a Closing Order is vested in the Central authority on the application of the local authority who are bound to act upon a requisition purporting to be signed by the occupiers of a majority of any class of shops affected, and to take steps to ascertain the opinion of the occupiers of that class of shops. If the local authority are satisfied that the majority of the occupiers of any class of shops are opposed to the continuance of the Order application must be made to the central authority to revoke the order in so far as it affects the class of shops to which such majority relates. The deputation informed the Committee that the signatories to the petition constituted a majority of the occupiers of shops affected. The Committee had therefore referred the memorials to the Town Clerk to verify the signatures to the petitions presented by the deputation, to ascertain whether they are occupiers of the class of shops affected, and to take all necessary steps in accordance with the Shop Hours Act, 1904; and the rules and regulations made thereunder by the Home Secretary to ascertain the opinion of the occupiers who appear upon the Council's register prescribed by the Act, with regard to the continuance of the Closing Order made by the Council.

The following are the IMPORTS of CHINA, EARTHENWARE, &c., during the last two years.

	Value.	
	1904.	1905.
CHINAWARE or PORCELAIN, AND EARTHENWARE:		
Porcelain, Chinaware, and Parian:	£	£
From Germany	159,648	45,021
,, Netherlands	35,181	21,767
,, Belgium	5,588	5,272
,, France	161,571	128,518
,, China	11,726	9,015
,, Japan	33,102	17,547
,, United States of America	840	561
,, Other Foreign Countries	2,435	2,257
Total from Foreign Countries	410,091	222,958
From British East Indies ..	727	526
,, Hong Kong	3,000	2,343
,, Other British Possessions	125	68
Total from British Possessions	3,852	2,937
Total	413,943	232,895

	Value.	
	1904.	1905.
CHINAWARE, &c.—*cont.*		
Earthenware (including Semi-Porcelain, Majolica, & Glazed Hearth and Wall Tiles):	£	£
From Germany	172,149	274,430
,, Netherlands	266,948	297,877
,, Belgium	17,233	20,678
,, France	38,297	38,544
,, Algeria	350	—
,, Spain	2,165	2,894
,, Italy	743	401
,, United States of America	2,064	2,477
,, Other Foreign Countries	1,038	4,621
Total from Foreign Countries	500,987	641,922
Total from British Possessions	192	588
Total	501,179	642,510
Jet, Rockingham, and Glazed Terra-Cotta Ware:	£	£
From Belgium	743	573
,, France	1,277	574
,, Other Foreign Countries	248	459
Total	2,268	1,606

	Value.	
	1904.	1905.
CHINAWARE, &c.—*cont.*		
Red Pottery, Stoneware, Brown and Yellow Ware:	£	£
From Netherlands	7,447	5,703
,, Belgium	1,782	693
,, Italy	1,611	604
,, Other Foreign Countries	1,258	2,464
Total from Foreign Countries	12,098	9,464
Total from British Possessions	4	55
Total	12,102	9,519
Other Sorts (including Electrical Ware, Door Fittings, and Chemical Ware):	£	£
From Germany	21,204	21,879
,, Netherlands	4,843	2,802
,, Belgium	647	533
,, France	1,744	409
,, Other Foreign Countries	15	1,406
Total from Foreign Countries	28,453	27,029
Total from British Possessions	28	—
Total	28,481	27,029

The following are the IMPORTS of GLASS during the last three years.

	Value.		
	1903.	1904.	1905.
GLASS:			
Window and German Sheet, including Shades and Cylinders:	£	£	£
From Germany	87,382	96,103	121,217
,, Netherlands	225,677	172,063	208,147
,, Belgium	445,867	349,541	389,089
,, France	5,149	2,104	5,007
,, Other Foreign Countries	2,863	2,556	2,287
Total	766,938	622,367	725,747
Plate:	£	£	£
From Germany	9,249	5,378	5,318
,, Netherlands	12,990	16,814	5,920
,, Belgium	489,310	518,060	491,893
,, France	14,026	22,648	13,660
,, Other Foreign Countries	280	1,052	5
Total	525,855	563,952	516,796
Flint, Plain, Cut, or Ornamented, and other Manufactures of Flint Glass:	£	£	£
From Sweden	41,651	38,544	43,433
,, Germany	524,942	512,998	705,142
,, Netherlands	160,238	164,283	183,189
,, Belgium	310,355	322,842	374,915
,, France	17,800	19,935	37,800
,, United States of America	6,622	11,286	17,786
,, Other Foreign Countries	5,686	6,789	11,367
Total from Foreign Countries ..	1,067,294	1,076,677	1,373,632
Total from British Possessions ..	36	20	—
Total	1,067,330	1,076,697	1,373,632

	Value.		
	1903.	1904.	1905.
GLASS—*continued.*			
Bottles:	£	£	£
From Sweden	66,526	56,045	48,115
,, Norway	3,785	2,066	672
,, Germany	318,872	251,947	211,389
,, Netherlands	134,678	118,479	135,624
,, Belgium	49,138	55,314	57,063
,, France	210,012	172,851	183,499
,, Italy	1,098	1,040	701
,, United States of America	2,341	3,113	1,870
,, Other Foreign Countries	2,629	634	37
Total from Foreign Countries ..	789,079	661,489	638,970
Total from British Possessions ..	6	21	23
Total	789,085	661,510	638,993
Manufactures, other sorts:	£	£	£
From Sweden	16,144	13,370	3,904
,, Norway	3,370	2,645	330
,, Denmark	2,731	43	22
,, Germany	294,922	245,605	65,091
,, Netherlands	31,154	30,819	14,672
,, Belgium	159,571	104,318	44,466
,, France	54,911	46,517	8,272
,, United States of America	15,210	10,984	6,199
,, Other Foreign Countries	65	291	155
Total from Foreign Countries ..	578,078	454,592	143,111
Total from British Possessions ..	76	182	380
Total	578,154	454,774	143,491

Japanese Exports of porcelain and earthenware for the first six months of the present year were valued approximately at £361,900. The figures show a steady growth in this trade.

Yet another "Bull in a China Shop."—An exciting incident occurred in Fore-street, Edmonton, a short time ago. Some bullocks were driven on to the pavement by the traffic, and three of them bolted into a tea dealer's premises, while a fourth entered a china shop, causing much alarm to the people inside. The animals made but a short stay, and the only damage done was the smashing of a basin in the china shop, for which the drover paid.

THE CHINA AND GLASS DEALERS' ASSOCIATION OF THE UNITED KINGDOM.

THE central board met on Wednesday, the 10th ult., at the London headquarters of the Association. Owing to the unavoidable absence of the popular president (Mr. D. Marsh), the duties of chairman were ably fulfilled by Mr. F. Poulton.

The question of matchings and how best to cope with them was discussed. A letter from a member was read complaining that although he had asked a manufacturer to send goods to another pottery for enclosure they were forwarded to him direct, and the package and carriage came to more than 30s. on the value of the goods (12s.). A scheme has been put forward whereby these irritating occurrences can be avoided by members of the Association (provided that members of the trade will support the Association by becoming members). The Association would appoint an agent in the Potteries to look after members' matchings, collect them from the various manufacturers, pack them in one package, and forward to members, absolutely the net cost of package, &c., to be charged to members, which would be considerably less than that charged at present. Another advantage would be that members who had a matching of which they did not know the maker, could send it to the agent; he, being always about the Potteries, with his knowledge would be able to find the maker, and get the matching executed promptly. The committee wish it to be understood that this scheme can only be carried out with the aid of a larger membership than at present, and trust that all members of the trade who would like to see this scheme carried out will join the Association. There are numerous other ways in which the agent could be of use to members.

The secretary reported that the question of railway rates was not dropped, and correspondence was still going on, but from interviews he had had with officials he was not hopeful of any immediate change. It was agreed to bring up the matter again at the next meeting, the committee believing that, with the aid they were getting from the various Chambers of Commerce, they would eventually be successful.

The reports received from the branches were encouraging, the Leeds branch proposing to hold their annual meeting about the end of the month. Some changes had occurred in the Birmingham branch, the secretary having been compelled to resign owing to ill-health, Mr. Church had taken up the duties. A meeting will be held in Birmingham at the beginning of November. The committee hope that all members of the trade in Birmingham and district will make an endeavour to attend, time and place being advertised in this issue of the POTTERY GAZETTE.

The question of direct sales was again before the committee. A resolution was passed condemning the Stamp Trading schemes, which have got such a hold in some districts, and the Association will be always pleased to hear from any member of the trade where this system is about to be put into operation, and to give any assistance and advice that lies within its power. The Stamp Trading system operates against the china dealers more than any other trade, as a good proportion of the presents given consist of vases, tea sets, dinner sets, &c. In one town lately the Association, in conjunction with the other trade associations (ironmongers, grocers, butchers, &c.), have practically squashed the system, every tradesman in the town having had a circular sent him asking him not to entertain it, and pointing out the evils of the system.

A very interesting discussion took place on how to meet competition of stores, &c., and the best means of ensuring success in the china and glass business, the remarks of one member present being quite worth an article by itself. After transacting a quantity of general business the meeting terminated.

BRANCH MEETING AT LEEDS.

(FROM OUR OWN CORRESPONDENT.)

The first annual meeting of the Leeds and District Branch of the China and Glass Dealers' Association of the United Kingdom was held in the Golden Lion Hotel, Leeds, on October 25.

Mr. S. Hirst, president, who took the chair, regretted that the attendance was only small. He mentioned that several members had testified that they had benefited through being members of the society, and said he was strongly of opinion that such a society would do a great deal of good. Proceeding, the president mentioned that he had received a complaint from the Great Central Railway Company that he had labelled a package "common glass," whereas it contained common glass and earthenware, for which latter a higher rate was charged. He had a feeling that they were justified in labelling the package "common glass," and he had not troubled himself about the matter until that day, when he made inquiries at the offices of the railway companies as to the rates charged. He found that the Great Central Railway Company charged the same rates for earthenware, china, and common glass; and he had that in writing. To his surprise, the Midland Railway Company had different charges for the three articles. He asked the clerk there what was meant by common glass, and the latter replied that they meant flint glass, pointing at the same time to a window. He was now awaiting a deputation from the Great Central Company, to whom he would show the written charges.

Mr. W. Neaverson (hon. secretary) read the annual report, which stated that, considering the Association had only had one year of existence, the committee considered that a great amount of good work had been done. A complaint was received respecting the railway rates from London for goods packed in cases being double that for similar goods packed in casks and crates. The case was referred to the Central Branch, who took up the matter. They had now received letters from all the principal railway companies, the Board of Trade, the Chamber of Commerce, Members of Parliament, and manufacturers, all except the railway companies agreeing with them. The committee were sorry that a satisfactory arrangement had not been the result; but the matter had not been allowed to drop, and they were still hoping that their demands would be granted. They asked all the members who received goods in cases to take up the matter with the various railway companies, and so help to bring about the required result. They had also received a complaint from a Bradford member in reference to a manufacturer supplying one of his customers direct. This had been taken up, and satisfactorily settled to all parties. Several other cases had also been settled satisfactorily, which proved the necessity of the Association; and any members who had complaints to make were asked to communicate with the secretary. One special case taken up by their London secretary was where a member from Yorkshire had received goods different to what he required, and could get no settlement. This was all cleared up satisfactorily in fourteen days, which further illustrated the usefulness of the Association. The financial statement showed a satisfactory balance in hand.

Mr. W. C. Baynes (Wakefield) moved the adoption of the report and balance-sheet. He remarked that for a new society they were showing a good deal of life.

Mr. J. L. Fox (Leeds) seconded, and the resolution was carried unanimously.

The question of manufacturers putting the weights of packages upon invoices was discussed. Cases were mentioned where the carriers had put the weight of packages at considerably more than they actually were. On the proposal of Mr. Baynes, seconded by Mr. George Ward (Dewsbury), it was decided that the secretary write all the manufacturers, asking them to put the weights of packages upon their invoices.

It was decided to hold meetings quarterly instead of half-yearly.

On the proposal of Mr. J. L. Martin (Derby), the following officers were re-elected :—President, Mr. S. Hirst ; Vice-Presidents, Mr. C. T. Rhodes (Bradford) and Mr. W. C. Baynes ; Hon. Secretary, Mr. W. Neaverson (Huddersfield) ; Committee, Mr. Fox, Mr. Young, Mr. J. J. Hirst, Mr. J. H. Awmack, Mr. W. Clay (Bradford), Mr. Chambers, Mr. Ward (Dewsbury), and Mr. Ward (York). Mr. J. J. Hirst and Mr. J. L. Fox were appointed auditors. This concluded a very successful meeting.

Obituary.

SAMUEL COLE—AGED 81.

WE regret to record the death of Mr. Samuel Cole, J.P., which took place at his residence, Stoke-road, Shelton, on the 22nd ult., after an illness extending over some time. Mr. Cole was 81 years of age, so that his death was not an altogether unlooked for event. He has been living a quiet life for several years, but has done good public service in his neighbourhood. The deceased was one of the first members of the Hanley Town Council. He was elected representative of the old North Ward immediately after the incorporation of the borough in 1857, and was, we understand, the last of the members of the first Corporation. His popularity was shown in his repeated re-election. He was an office bearer at Shelton Church, and took an active interest in politics, his sympathies always being on the side of the Conservatives. A popular public man, the deceased was made a borough justice of the peace on January 13, 1880, and, though well known as a magistrate, few of the younger members of our trade will remember him as a manufacturer. Mr. Cole was for some time a glass manufacturer at Cauldon-place, Stoke-on-Trent, where he made flint and coloured glass, both useful and ornamental. He traded as Samuel Cole & Co., and had an extensive business until a trade dispute culminated in a strike of his workmen. This caused him to give up manufacturing, and to open a retail shop. About ten years ago he gave that up, and has since been living a quiet but useful life. The deceased was held in high esteem among his fellow-townsmen, and sympathetic references were made to his death at the Hanley Borough Police-court, and the following resolution was passed :—"The magistrates, having heard with sorrow of the death of their colleague, Mr. S. Cole, desire to convey to the members of the family the expression of their sympathy with them in their bereavement." The funeral took place at the Hanley Cemetery on Friday afternoon last, and was attended by the Mayor and magistracy and a large number of relatives and friends.

Crockery and Glassware to the weight of 976 tons were imported into Pernambuco during 1905. The weights of the imports for 1904 and 1903 were 829 tons and 736 tons respectively

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN SEPTEMBER.

THE POTTERY TRADES.—According to information supplied to the Board of Trade and published by them, employment in the pottery trade in September was good generally, and better than it was a month ago. In Scotland it was fair. In Staffordshire and at Swadlincote employment was generally better than a month ago. At Bristol it continued good, but showed a slight decline compared with a month ago. In Devonshire it was fair, as also at Newcastle and in Scotland.; but with tobacco pipe makers in Glasgow it was bad, and worse than a month ago.

THE GLASS TRADES.—Employment on the whole continued moderate, but was worse than a month ago. It was better than a year ago. Returns received from firms employing 10,180 workpeople, and paying £11,631 in wages on last pay-day in September, show that compared with a month ago there was a decrease of 2·5 per cent. in numbers employed, and of 4 per cent. in wages paid. The chief decrease in numbers employed was with glass bottle makers, principally in Yorkshire. In the North of England and in Scotland, and in Worcester and Warwick, an increase was shown in most departments. Compared with a year ago there was an increase of 5·3 per cent. in numbers employed, and of 6·3 per cent. in wages paid. There was a general increase in the numbers employed, except in the flint glass department, which showed a decline.

With sheet glass makers and flatteners in South Lancashire employment continued good ; with pressed glass makers on the Tyne and Wear it was moderate, and slightly better than a month ago. In Portobello it was good, and in the West of Scotland slack with medical bottle makers. With glass blowers in London a slight decline was shown.

The number of persons employed and the amount of wages paid to them on the last pay-day in September are given as follows :—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	5,834	£6,782
Plate Glass	865	978
Flint Glass Ware (not Bottles)	2,180	2,395
Other Branches	1,301	1,476
Total	10,180	£11,631

The following table gives the number of persons employed in each district and the amount of wages paid to them on the last pay-day in September :—

Districts.	Number Employed.	Wages Paid.
North of England	1,156	£1,253
Yorkshire	3,344	3,967
Lancashire	2,091	2,290
Worcester and Warwick ..	2,414	2,892
Scotland	718	815
Other parts of United Kingdom	457	414
Total	10,180	£11,631

U.S. Imports of earthen, stone, and china ware during the year ending June 30, 1906, were valued at $12,878,000 showing a substantial increase over the values for previous years.

To Clean Window Glass.—Pass diluted sulphuric acid about as strong as vinegar, over it, and let it act a moment ; then throw on just enough pulverised whiting to give off a hissing sound. Rub both over the pane with the hand and polish with a dry rag. Rinse with clean water and a little alcohol, polish dry and clean. Treat both sides of the glass in the same way.

The following are the IMPORTS of China, Earthenware, and Glass AT CERTAIN PORTS during the last three years :—

	Value.		
	1903.	1904.	1905.
	£	£	£
BOSTON.			
Glass Manufactures, of all kinds ...	29,070	32,800	28,183
BRISTOL.			
Glass Manufactures, of all kinds ...	94,129	81,289	88,585
FOLKESTONE.			
Glass Manufactures, of all kinds ...	10,385	12,248	13,035
GOOLE.			
Glass Manufactures, of all kinds ..	147,829	110,881	114,521
GRIMSBY.			
China and Earthenware	41,023	32,674	28,195
Glass Manufactures, of all kinds ...	523,636	441,148	473,601
WEST HARTLEPOOL.			
Glass Manufactures, of all kinds ...	5,609	13,134	14,853
HARWICH.			
China and Earthenware	73,053	79,858	77,748
Glass Manufactures, of all kinds ...	185,943	188,047	195,627
HULL.			
China and Earthenware	145,035	112,693	86,535
Glass Manufactures, of all kinds ...	187,223	179,702	198,006
LIVERPOOL.			
Glass Manufactures, of all kinds ...	143,669	150,025	157,344
LONDON (including QUEENBOROUGH).			
China and Earthenware	419,032	388,852	340,152
Glass Manufactures : Bottles ...	321,945	268,907	267,100
,, ,, of all other kinds	1,098,952	996,159	930,002
MANCHESTER.			
Chinaware, of all sorts	11,306	20,300	56,533
Glass : Window	53,864	39,370	47,634
,, Manufactures of all other sorts	45,242	67,977	95,760
NEWCASTLE, N. SHIELDS & S. SHIELDS.			
Glass Manufactures, of all kinds ...	95,960	87,610	87,682
NEWHAVEN.			
China and Earthenware	51,898	44,677	44,808
Glass Manufactures, of all kinds ...	41,413	35,965	35,522
PLYMOUTH.			
Glass Manufactures, of all kinds ...	15,438	16,743	14,737
PORTSMOUTH.			
Glass, of all kinds (except glass bottles)	3,883	3,065	4,288
SOUTHAMPTON.			
China and Earthenware	147,871	97,359	75,615
ABERDEEN.			
Glass Manufactures, of all kinds ...	9,230	6,989	4,839
ALLOA.			
Glass Manufactures, of all kinds ...	10,274	7,348	10,607
GLASGOW.			
Glass Manufactures, of all kinds ...	89,300	77,604	90,295
GRANGEMOUTH.			
Glass Manufactures, of all kinds ...	51,891	54,758	113,345
GRANTON.			
Glass Manufactures, of all kinds ...	29,910	28,230	29,741
LEITH.			
China and Earthenware	46,076	52,285	37,795
Glass Manufactures : Bottles ...	135,767	113,238	70,359
,, ,, of all other kinds	197,871	183,278	137,331
BELFAST.			
Glass Manufactures : Window ...	10,695	8,722	10,381
,, ,, Bottles ...	16,129	15,745	16,659
,, ,, of all other kinds	12,293	9,251	11,039
CORK.			
Glass Manufactures, of all kinds ...	10,365	7,593	8,069
DUBLIN.			
China and Earthenware	7,407	6,962	8,871
Glass Manufactures : Window ...	16,775	19,068	11,648
,, ,, Bottles ...	14,028	8,810	6,479
,, ,, of all other sorts	15,792	16,442	15,479
LIMERICK.			
Glass Manufactures : Bottles ...	2,453	2,575	2,869

The following are the EXPORTS of China, Earthenware, and Glass at certain Ports during the last three years (Manufactures of the United Kingdom) :—

	Value.		
	1903.	1904.	1905.
	£	£	£
FOLKESTONE.			
China and Earthenware	29,154	29,067	28,609
GOOLE.			
China and Earthenware	28,922	26,847	33,644
GRIMSBY.			
China and Earthenware	51,214	42,930	28,740
HULL.			
China and Earthenware	98,076	82,701	82,828
LIVERPOOL.			
China and Earthenware	1,304,062	1,307,688	1,347,578
Glass	585,543	575,236	679,733
LONDON (including QUEENBOROUGH).			
China and Earthenware	401,796	331,222	338,287
MANCHESTER (including RUNCORN).			
China and Earthenware	86,766	121,794	80,117
PORTSMOUTH.			
Earthenware : Red Pottery, &c. ...	1,406	1,142	1,413
GLASGOW.			
China and Earthenware	62,491	66,557	60,555
Glass	71,983	63,261	57,591

Exports of Clay (Unmanufactured).

	Value.		
	1903.	1904.	1905.
	£	£	£
FALMOUTH...	1,476	2,051	1,206
FOWEY	229,047	257,289	306,962
PENZANCE	719	1,264	2,154
PLYMOUTH	39,859	47,758	47,788
POOLE	10,186	10,312	11,191
TEIGNMOUTH	17,805	19,463	18,145

The following are the EXPORTS (Foreign and Colonial Manufactures) at CERTAIN PORTS during the last three years :—

	Value.		
	1903.	1904.	1905.
	£	£	£
HULL.			
China and Earthenware	103,520	69,907	16,991
Glass : Flint	–	35,538	82,878
,, Manufactures, Unenumerated	60,183	41,147	7,315
NEWCASTLE, N. SHIELDS & S. SHIELDS.			
Glass : Bottles	1,522	1,684	1,617
GRANGEMOUTH.			
Glass : Bottles	59	22	40

Glass and Earthenware at Lorenco Marques.—The imports for transit trade during 1905 were as follows :—Earthenware, 197 tons (including 11 tons pipes, valued at £87, of which £84 from United Kingdom ; crockery, 186 tons, valued at £9,585, of which United Kingdom's share is £4,987, Germany's £3,596, Austria-Hungary's £432, Netherlands' £318 ; glassware, 1,011,320 tons, including unspecified glassware and glass bottles to the amount of 427,060 lbs., value £3,394, of which United Kingdom sent 379,557 lbs. and Germany 36,214 lbs., the remainder from United States and Belgium. Of glassware, United Kingdom sent 337,978 lbs., and the remainder came from Belgium, Germany, and United States.

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENTS.)

THE state of trade in this district continues to be steady, with a tendency in certain markets to improve still further. The home trade, on the whole, is somewhat more satisfactory, but it is feared that this will not continue to be the case for long. The decline of nearly three quarters of a million in the value of our general imports during September, as disclosed by the Board of Trade returns, though it may superficially appear to be cause for satisfaction, is really quite the contrary. A considerable part of the decline is due to a remarkable contraction in the quantity and value of the raw cotton imported, and potters, who know the value of Lancashire as a market for their commodities, will realise what this means. But, for the present, trade continues brisk, and the most must be made of it while it continues so. Business in the American, foreign and Colonial markets may be described, generally speaking, as good, but in some quarters it is regarded as not unlikely that there will be a lull in the American trade before very long. The South African market remains in a most stagnant and discouraging condition, but it is possible to extract a few grains of comfort from the speech of Lord Welby at the meeting of the Standard Bank of South Africa, the other day. "The bank's general managers," his lordship remarked, "while noting the depression and its causes, reported some facts of a more permanently reassuring nature. The output of gold and diamonds showed marked improvement, and the situation of the farming industries was greatly improving. This is better news, and everyone will be glad if Lord Welby's hopes are realised. There are firms in the potteries who have lost a great deal of money in cultivating the South African market, and who are only too anxious to cater for the trade as soon as there is anything to do. During September our exports of ware to South Africa were only £6,654 as against £12,403 in the corresponding period of last year.

The Board of Trade statistics for September bring us to the end of the third quarter of the year, and, so far as the potting industry is concerned, they give no cause for grumbling. During the month ware to the value of £181,116 was exported, compared with £163,856 and £154,647, in the two previous Septembers. Given fairly good trade for the rest of the year, the exports of ware, by the end of December, ought easily to exceed two million pounds. Up to the end of September they had totalled £1,728,618, this comparing with £1,532,591 in 1905, and £1,571,808 in 1904. The increased exports for the month were contributed to by Germany, France, the United States, Brazil, the Argentine, the British East Indies, New Zealand and Canada. South Africa and Australia were the only markets which were not better customers of the Potteries this year than they were last. There was a further slight decline during the month in the value of foreign ware imported into this country.

I would commend to every reader's notice the meeting of the English Ceramic Society, held at Hanley, on Saturday, October 13, when Mr. W. F. Murray, of Todhills-by-Stevenston, dealt with subjects of "Gas fired pottery kilns. Statements were made at the meeting which are of the utmost importance to those engaged in the potting trade, and which on no account ought to be allowed to escape attention. Mr. Murray claimed to have established, from his own experience, that the necessary heat to fire a pottery kiln was obtainable from gas, that experimental kilns which he had designed, were smokeless, worked more rapidly than coal kilns, required less repair, were economical, and thoroughly and cleanly distributed the heat. He claimed that there was nothing to prevent the finest quality of ware being fired in such kilns by means of the cheapest kind of gas. He predicted that fifty years hence, gas firing would be universal. Mr. Jackson, of Alfred Meakin, Ltd., Tunstall, said that his firm had been working on the problem for 15 months, and for nine months had had gas-fired kilns in successful use. They had proved absolutely satisfactory, both as regards fuel economy, which was nearly 40 per cent.; wear and tear, which was less than half; and spoiled goods, which were also less than half. They were now firing no enamel except by gas. The kilns were ordinary four-mouth kilns. They had fired about 470 kilns of enamel goods with gas, and the results had been so satisfactory that they were starting to work on the majolica kilns. At present they had fired 24 of these kilns, with good results. The gas they used was producer gas, and they got uniformity throughout the whole kiln. Statements like these, made by practical and scientific men, should make the trade more than ever determined to do all in their power to encourage the introduction of producer gas to this district.

While one local manufacturer in the person of Mr. E. Brain, of Fenton, is just about to arrive home again, after a prolonged business tour round the world, another, Mr. J. H. Fleming, of W. H. Grindley & Co., of Tunstall, is on his way out for a similar trip. Mr. Fleming, who carries with him a range of the Woodland pottery samples, will be away for several months, and will travel between 30,000 and 40,000 miles. Prior to his departure, the firm entertained their managerial staff to dinner at the Sneyd Arms Hotel, when, in replying to the toast of his health, proposed, by Mr. Grindley, Mr. Fleming said that his trip was rendered necessary by the severe competition which prevailed in all markets of the world, and which made it more than ever necessary that there should be no lagging behind one's competitors if one was to hold one's own. It is intensely gratifying to find that responsible gentlemen in the potting trade are going out more and more into the world to find new markets for their wares. So long as they continue to do this, there need be little fear that the products of the Staffordshire Potteries will not hold their own.

On October 15, a representative gathering of earthenware and china manufacturers, convened by the N.S. Chamber of Commerce, was held at the N.S. Hotel, Stoke, for the purpose of receiving extracts from a report procured for the commercial intelligence department of the Board of Trade by a British Commercial agent in New York, who has been making special inquiries in reference to the displacement of British ware by German goods, in certain branches of the trade in the United States. Of course it is to be borne in mind that while the Germans have been displaying increased activity in the States, their exports to Great Britain have largely decreased. A recent exposure, also, has shown that some of the success of German goods in the States is due to the adoption of tactics to which British manufacturers would not stoop, and which were visited with heavy penalty. The proceedings at the Stoke meeting were conducted in private, but the subject will, no doubt, be raised in public in due course.

At the moment of writing, the municipal elections are in full swing, but by the time this issue of the POTTERY GAZETTE reaches the hands of many of its readers they will be over. Mr. G. E. Meakin, of J. and G. Meakin, Ltd., is the only member of the potting trade contesting a Hanley Ward. At Burslem, Councillor Noah Parkes, of the Potter's Union, and Councillor S. J. Simpson, manufacturer, have been nominated, and the former is returned unopposed. At Longton, Mr. T. Copestake, manufacturer, is returned unopposed, as are also Mr. C. Barker, potter's printer and Mr. J. Whitehurst, potter. The retiring mayor, Mr. A. B. Jones, J.P., china manufacturer, is also elected without opposition. This last piece of news is especially welcome, as Mr. Jones, though mayor, was not a member of the Council, and would in the ordinary course of events have reverted to his private and business life on November 9. Happily his Worship had no disinclination to continue his connection with municipal administration, and, a vacancy having occurred in one of the wards, he readily permitted himself to be nominated. Mr. Jones, by the way, is to be entertained at a complimentary banquet on November 14. At Newcastle-under-Lyne, Mr. Ashley Myott, earthenware manufacturer, is a candidate for municipal honours. Apart from the ordinary November elections two casual vacancies arose last month at Burslem, when two manufacturers, Mr. Geo. Wade and Mr. A. H. Gibson, were returned unopposed. Mr. Geo. Wade only ceased to be a member of the Council a short time since, and his decision to return has given great satisfaction. Mr. Gibson is a son of Mr. S. Gibson, J.P., the mayor elect, the head of the Albany and Harvey Potteries, who, although compelled to retire from the Burslem Council owing to the fact that his name has been temporarily struck off the roll of burgesses, owing to a technicality, will still, as mayor, preside at the Council meetings, just as though his name was still on the list. No doubt Mr. Gibson will have qualified again by next year, so that the decision of the revising barrister is not likely to cause much inconvenience after all.

The Stoke Town Council have recently been making arrangements for the housing of the bequest made them under the will of the late Mr. W. H. Goss, the maker of the familiar Goss heraldic ware. A condition was attached to the bequest that a room or rooms should be set aside in which to exhibit the collection, failing which the bequest was to go to Hanley. The Stoke Council have now packed up the older exhibits in the balcony of their Museum, and stored them away, in order to make room for Mr. Goss's gift. This is, however, only a temporary arrangement. The ultimate intention of the Council would appear to be to give up the present book-lending-room to the Goss Collection, and to remove the lending department of the library to the basement. The bequest, in

its new home, will remain an attractive memorial of a remarkable man.

The officials connected with the Potters' Union have been very actively engaged in organisation work during the last few months, and, during the five weeks which ended with the month of September, added upwards of 300 operatives to their membership. It was foreshadowed, at one of the Union's meetings recently, that the question of the sizes of ware would shortly be taken up. The creeping up, in sizes and counts, it was contended, had an important bearing on wages, being in all cases prejudicial to the worker. The members were therefore urged to take the matter up, throughout the district, but, so far, I have not heard of any active step being taken.

The directors of Josiah Wedgwood & Sons, Ltd., Etruria, are sparing no pains to make their new museum as interesting and representative as possible. Large numbers of people have visited it from all parts of the world. Fresh discoveries continue to be made on the works. Mr. Austin, the head designer to the firm, informs me that more old specimens have been found, together with a lot of books, letters, and other interesting objects. A new Wedgwood catalogue is shortly to be prepared which will not only give particulars of the various articles in the museum, but will contain much biographical information concerning Josiah Wedgwood which has not hitherto been published. Numbers of manufacturers have passed through the museum, and the firm have done everything in their power to make the visits of their colleagues in the trade as pleasing and profitable as possible. The spirit they had displayed in permitting their competitors to acquaint themselves with many of the methods by which Josiah achieved his greatness, is much to be commended, and is certainly very greatly appreciated.

Several fires have occurred at manufactories during the past month. Perhaps the most serious of them was that at the Imperial Pottery of Johnson Bros. (Hanley), Ltd., when damage to the amount of £300 was done, which is covered by insurance. The premises concerned were the engine house and stone grinding mill, which adjoin the works of Tayler and Tunnicliffe, Ltd., electrical ware manufacturers. The Hanley Brigade made an exceptionally smart turn out, and within an hour of commencing to play on the flames had them well under control.—Outbreaks have also occurred at the Anchor Pottery, Longton, and the Sheridan Works, Chancery-lane, Longton. In the former case some racks adjoining an oven had ignited. The blaze was put out before much damage had been done. In the other case, the outbreak was in the placers' shop surrounding an oven, and it probably originated from the escaping heat following the removal of the oven clammings. Considerable damage was done before the fire was got under.

It is reported that a large earthenware manufacturing firm in the Middleport district is about to amalgamate with a firm in the neighbourhood of Bristol. I am not in a position to confirm or deny the accuracy of the rumour, which I give for what it is worth. It is not easy to see what benefits would accrue from such a combination, but the matter is being a good deal talked about. Last month the *Pottery Gazette* contained a reference to experiments which were being made with a view to the inauguration of a motor wagon service for the carriage between Liverpool and the Potteries of china and earthenware and other merchandise. One wagon, it will be recalled, had started on a trial trip to Liverpool with a six-ton load of earthenware from a Hanley factory. The trip was perhaps scarcely so successful as might have been wished, but the difficulties encountered can easily be surmounted, and there is every reason to suppose that, ultimately, entire success will attend the scheme. The experiment is being watched with sympathetic interest by the entire trade.

In the presence of a large congregation the wedding took place, on October 10, at St. Michael's Stone, of Mr. W. D. Tress, of Newport-road, Stafford, and Miss Gertrude Frances Jones, daughter of Mr. G. H. Jones, of Park Lodge, Stone, and of C. Jones & Son, Trent Pottery, Stoke. The bride was given away by her father. The ceremony was performed by the Rev. C. P. Ford, rector of St. Michael's, assisted by the Rev. T. Stewart. The Rev. T. E. Stevens, of Newport, acted as best man. After the ceremony, the happy pair received the congratulations of their friends at Park Lodge, and later they left to spend the honeymoon in the Channel Islands.

A few weeks ago an important discovery of unsuspected deposits of valuable marl and stone was made at Mow Cop, a lofty hill on the north side of the Potteries. The first find consisted of a bed of ganister stone, from 25 to 30 feet thick, having beneath it a bed of silica stone of a like thickness. Immediately under these were found three beds of stoneless cane, buff and red marl respectively, averaging about 4 feet 6 inches in thickness, and succeeded by a thick bed of red sandstone. It is the intention of the firm which made the discovery to erect the necessary plant for the making of all classes of bricks and tiles, thus opening up a new industry in this part of the district.

A singular charge of false pretences was investigated at the Staffordshire Quarter Sessions, a fortnight ago, when Wm. Gill, a tramway inspector, was indicted for having obtained a quantity of china and earthenware, value £5, the property of Mr. A. J. Hull, of Longton, on November 1 last year. The case presented by the prosecution against the accused was that he obtained the goods by representing himself to be an employee of the Bradford Corporation when, as a matter of fact, he was not so employed, although he had been. Accused, in his correspondence with Mr. Hull, said that he had plenty of time on his hands, "being a Corporation official" (!) and he therefore intended opening dining and supper rooms, for which purpose he required the ware. The accused man declared that he did not open the dining rooms on account of the illness of his wife. He expressed his willingness to pay for the goods. In returning a verdict of "guilty," the jury said they were of opinion that the illness of the accused's wife and his loss of employment might have had some influence as regarded the offence. Gill had served previous terms in prison, and was now sent to hard labour for nine months.

At a meeting of the East Ward of the Burslem Town Council, on October 19, Mr. W. E. Robinson called attention to local trading monopolies, and particularly to the conditions of transit in the district. He said the position of the Potteries in this respect was worse than that of any other manufacturing centre. He proposed a Joint Committee, consisting of representatives of all local authorities, to overlook the operations of the four leading monopolies—the railways, the waterworks, the waterways, and the trams. Mr. John Beswick, of Lengton, who took a pleasure trip to Lucerne during the summer, has been delivering an interesting lecture describing his tour, at several towns in the Potteries. The lecture was illustrated by slides, photographs and panoramic views, and in each case the proceeds were devoted to religious or benevolent purpeses. A sad misfortune befel Mr. Bernard Bailey Jones, of Sneyd-green, commercial traveller for the firm of Messrs. A. B. Jones & Sons, china manufacturers, of Longton, on October 22. Whilst a train was on its way from the Potteries to Manchester, shortly after noon on that day, Mr. Jones was seen to get on to the footboard of the carriage in which he was travelling, and drop, or jump, on to the line near to Biddulph Junction. Why he did this cannot yet be explained, as he received severe injuries to the scalp, face and body, which rendered his immediate removal to hospital necessary. At the time of writing, I am glad to say that he was making progress towards recovery from his injuries. Ernest Edwards, a Fenton engineer, had a marvellous escape from death on October 15. He was engaged in fixing the piping in a dipper's drying tower at the pottery of Frank Beardmore & Co., Fenton. The tower is 60 feet high, and Edwards was working inside it at a height 56 feet from the ground, when by some means he fell all the way down. He sustained a severe wound at the back of his head, and was badly shaken, but his injuries were slight considering the nature of his fall. On being picked up he said he should be all right in an hour or two, and he wished to continue work. Dr. Hopwood was, however, called in, and the injured man was accompanied home, walking all the way.

On October 25 a very interesting ceremony took place at Hanley, when, in the presence of a numerous company, the Mayor of Hanley inaugurated the new showrooms which the directors of Grimwades, Ltd., have erected at their Winton Pottery, Hanley. The ceremony was preceded by a luncheon at the North Stafford Hotel, when Mr. Leonard Grimwade presided. In announcing a number of apologies for non-attendance, the Chairman remarked that he supposed the absence of several was due to the improved state of trade, which prevented them from sparing time to attend engagements of the kind. It was a healthy sign when this occurred, but at the same time he regretted their absence. After luncheon the company proceeded to the Potteries to inspect the new premises. In order to build them three cottages in Newland-street had to be pulled down. Upon the site thus obtained, supplemented by a vacant piece of land behind, a three-story building has been erected contiguous to the existing pottery. On the ground floor, offices have been provided in connection with the export department. The second floor is arranged for two show rooms, one of which is devoted specially to the products of the Anglo-Belge Glass Association, Ltd., of which Mr. Sydney Grimwade is chairman, and the other to general purposes. On this floor, also, there is a handsome board room. The chief feature of the top story is a lofty and well proportioned top-lighted showroom. Adjoining is a new artists' room. The old showroom is connected by an open archway with the new premises, which are in every way an admirable addition to the building. When the company had assembled in the old showroom, the Mayor pulled a cord attached to two curtains hiding the entrance to the new portion of the buildings, and, as the curtains fell apart he declared the new premises to be open, at the same time wishing the business every prosperity. The additions

were inspected and admired, and when the visitors had reached the large showroom there were a few speeches. Mr. A. R. Wood, of Tunstall, the architect, who was first called upon, congratulated the directors of Grimwades, Ltd., on their enterprise and courage in extending their manufactory in Hanley, despite the prevailing high rates. Mr. Grimwade said that since 1890 the firm of Grimwades had wrested from foreign countries no less than half a million of money which had been expended in Hanley, mainly in wages and materials. Their business, which was originally in the home trade, almost entirely, had, in recent years, extended to almost every country under the sun, and they had at the present time agencies in almost every direction, from the Arctic Circle to the Pacific Ocean, and from China to Peru. Mr. Grimwade then recalled the early days of the business, and spoke of its gradual growth. In addition to that factory they had now also the important factories of Stoke Pottery and Upper Hanley Pottery, both of them very large works, while they had further acquired another works at Stoke. No fewer than 1,200 hands were employed by the firm directly, and more than that when one took into consideration the affiliated works. In their early days they made it a principle in their business to give every opportunity to their young men to work their way up to positions of distinction, and he was glad to say that they had associated with them to-day several men who had won positions on the directorate after beginning in very humble positions. They believed in the principle of co-operation, and there were a considerable number of their leading-men, in positions of importance, who were shareholders in the business, and shared its prosperity. In concluding, Mr. Grimwade thanked the Mayor and Mayoress for being present, and asked their acceptance of a very handsome pedestal. Other speeches followed.

THE STOURBRIDGE, BIRMINGHAM, AND NORTH OF ENGLAND GLASS TRADES.

(FROM OUR OWN CORRESPONDENT).

IT is pleasant to be able to report a better state of things in Stourbridge and immediate district, so far as the flint glass trade is concerned, than for some time past. The improvement has been in high-class goods, manufactured for the coming winter season, and to a large extent to the orders of London houses in the West-end, as well as to those of leading shopkeepers in Liverpool, Glasgow, and other wealthy provincial centres. Besides these goods, local manufacturers are turning out some very choice things in shades for electroliers and incandescent gas light fittings. Many of the latter are, so far as regards design, made in keeping with what are usually associated with electric lighting. The public taste has much improved of late years through the spread of education, especially in the direction of art; and it would be useless, nowadays, for manufacturers to attempt to sell featureless or, as some call them, dowdy articles. Novel designs in flower stands of several shades of colour are also on the market. Besides these, there are stands of white glass richly ornamented on a dull ground, this latter effect being produced by immersion in acid. They are expected to be popular with buyers. In pressed goods there is no change of moment, except that, in view of the coming season, there is a little greater activity in tumblers, salvers, &c. The bottle trade, however, is fairly busy, but only in one or two departments. Exports, judging by the Board of Trade returns, show that more goods have been sent oversea than in the corresponding period—September and the nine months ending with September of last year; but is there not some reason for believing that part of the goods sent abroad were of foreign manufacture. It would resolve many doubts and tend to make the returns of greater interest and authority if that question could have a reliable official answer. Perhaps those concerned will see to it that at least an attempt be made at a solution.

In Birmingham, as in Stourbridge, there is an increased output of best cut goods, partly for the silversmiths of the city and of Sheffield who, of course, are preparing for the Christmas and New Year demands. It is thought that the current rates for silver, unless there be an early easement, may restrict business. The ordinary cut glass table trade is more brisk than for some time, but for common goods there is not much call, the cheap imports from the Continent, still more common in style, colour, and workmanship, ousting them with certain classes of buyers.

Plumbers, especially those who make the fitting up of electric lighting installations a speciality, are giving out more orders, and much taste and skill are being shown in the glass factories in meeting their wishes by the production of beautiful shades and other articles in taking contrasts of colour and form. It is a matter of remark, and regarded by some as a sign of the times, that glass-makers are sending choice specimens of their manufactures, on sale or return, to city tradesmen whose shops occupy exceptionally good positions. This only applies to the most expensive glassware. Retail glass dealers find the drapers' and fancy shops increasing competitors. At one of the latter establishments, quite recently, a prominent window was given up to a most attractive exhibition. A dining room table was laid out in superb style. The napery was of the finest possible quality, so was the cut glass, so also the cutlery; and pass the window when one would there were always ladies gazing at the set-out with undisguised admiration. No doubt many orders were secured by the enterprising firms concerned. How to meet competition of this character requires thinking out by glass dealers. The demand for mirrors during the past two months has been fairly good, and the prospect for the remainder of the year is considered favourable. At Spon-lane there is continued activity despite foreign competition in Murano glass. Lenses for lighthouses are still in demand. In the Manchester glass houses engaged in the table trade there has only been moderate activity since the publication of our last article, the price at which foreign common goods are put upon the market, especially in tumblers and the like, rendering successful competition difficult. The best class of flint glass and coloured glass of equal grade are not very much affected, and there has been a satisfactory amount of employment for the most capable men round the furnaces. Firms have other troubles to deal with from time to time, and a case in point is shown in a dispute that has occurred in one of the leading works in the city. Some weeks ago a quantity of biscuit jars were made by a press chair, and a few dozens on being examined in the warehouse were objected to as faulty. The firm refused to pay the men for them. This was reported to the union, and a deputation waited upon the employers and contended that the members of the chair ought to be paid for work done. It was pointed out, on the other hand, that the jars set aside were spoilt. The firm refused to give way, and the following week they handed to another chair an order to make the jars. The workmen refused and sent in their notices, whereupon the employers gave notice to the blowers, and advertised for a number of non-society men. The applications were sufficiently numerous to permit of all the vacant places being filled up, and it is reported that the manufacture of all classes of goods is so far going forward with smoothness. "It wanted something like this," writes a manager, "years ago, for then we could have held up against the foreign makers." Glass cutters have not been fully employed, but the best of the artificers have had the fullest share of work, high-class goods in decanters, bowls, and general table ware being most in demand. The manufacture of machinery glass grows apace. Curls for spinning frames, hooks for twiners, rods grooved for ring doubling frames, guides for spinners, &c., are in request; and there seems every sign that the briskness will continue, and indeed, increase. Goods for electric and gas incandescent lighting are being pro-

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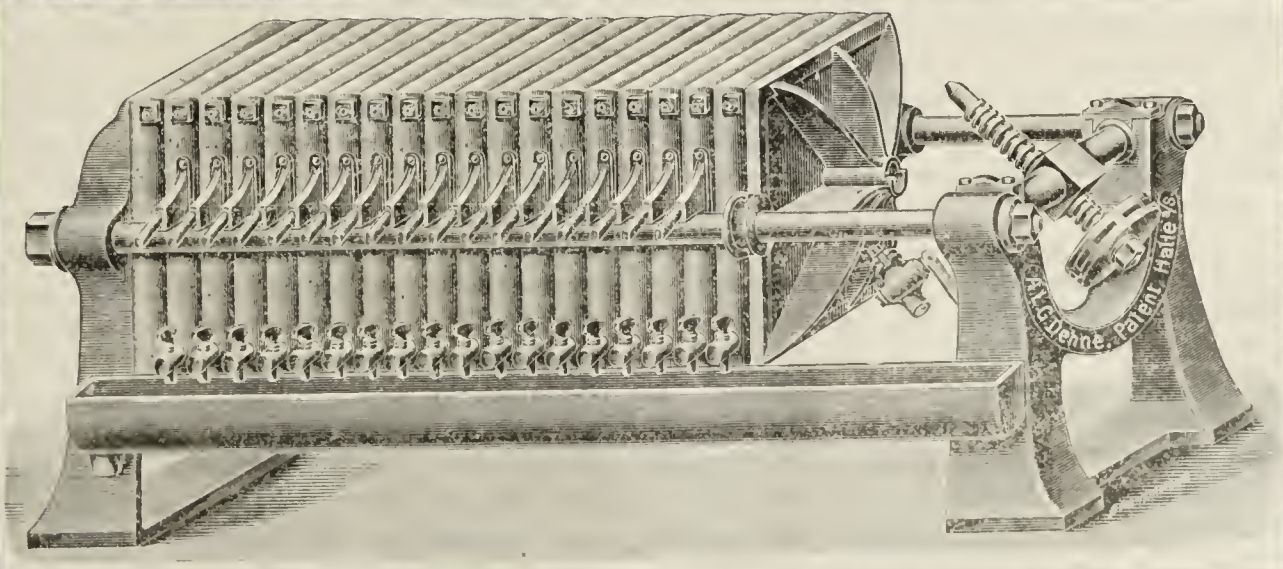
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duced in fair quantities in Manchester. Taking the trade all round men are well employed ; but there is a difficulty about lads—more of a suitable class are wanted than are being put forward by parents as apprentices.

In St. Helens, where the output of bottles is very large in normal years, there is some depression. The dry summer, accompanied as it was by a high temperature for a few weeks, gave a much needed impetus to business so far as mineral water and beer bottles were concerned ; but the busy time appears to have come to a close, and only the very sanguine anticipate any revival so far as the home trade is concerned, especially as both it and the foreign branch are being actively competed for by Continental makers, the Belgians being much to the fore. The plate glass works continue to give employment to a large number of hands. Glass benders have had a fairly good season, but at the time of writing are rather quieter. Makers of water-gauge tubing in St. Helens are doing pretty well, their goods have a high reputation, and orders have come in freely from both British and foreign consumers. In Warrington the glass trade is not very brisk.

In West and South West Yorkshire the bottle trade, though not in a satisfactory condition, has been a little busier than in the County Palatine, and there has been an increase in the production of goods for bottling purposes such as egg-sodas, Codd's patent, seltzers, screw-mouth ginger beers, and crown corks. For syphons there was also some demand. In fact, this branch of business has become the leading line in the glass bottle trade ; but the volume is not sufficiently great to keep glass bottle makers fully employed for more than a brief period. As soon as cold weather sets in there is a rapid diminution of orders, and manufacturers find themselves compelled to reduce the number of working places ; in other words, to dispense with the services of many of their hands so as to prevent stocks accumulating. Firms are finding that customers in the home trade are paying more attention to what becomes of old bottles, and several are taking measures that compel retailers to charge for bottles as well as contents, a penny being given back when a bottle is returned. This may seem a small matter, but it is having an adverse influence on the production of new bottles, less of which are now being required. We are informed that about 90 per cent. of mineral water manufacturers are working under the charging system. In September there was a brisk demand for beer and mineral water bottles, and makers were able to clear off stocks that accumulated earlier in the year. But the ordinary hands, chairmen, and blowers, received little benefit, as the fresh supplies wanted were to be machine made. The call for this class of bottles has grown very rapidly, especially now that the "pressure" difficulty has been overcome ; and it is sure to still further increase. No wonder that, under these circumstances, the number of hands employed under the old system is constantly decreasing.

What was described as a National Conference of Glass Bottle Makers' Delegates was held at Leeds at the latter end of September, and this state of things was, of course, referred to. It was complained that masters are taking undue advantage of it. We are informed that application is about to be made for an advance of 2s. per week in the wages of the men employed in the glass houses. Reductions have been submitted to, it was said, within the last three or four years, in the full expectation that the employers would lower the price of bottles to their customers in order to check the inroads of the foreign competitor ; but they have not done so, and it is alleged that the price list has actually been raised. At the conference the question of payment for "flown" marble stoppers was considered, and it was agreed to ask for a modification of the present regulation, which inflicts a hardship on the workmen ; also to take steps to bring about uniformity of working hours throughout the United Kingdom.

In York city the glass trade is in a healthy state, the firm making many articles in which competition is not feared. Articles for scientific purposes keep in demand, as also do the better classes of medicine bottles. Further north, in Northumberland and Durham, business has fluctuated a good deal. Common pressed goods have been exported in fair quantities to the colonies. The home demand is kept down by the fierceness of Continental competition ; still, a better feeling prevails as to business for the rest of the year. A correspondent of a Yorkshire morning paper is responsible for the statement that the "serious attempts made by continental makers to compete with the English stoppered bottle for soda-water has admittedly failed," and that "some foreign factories in Belgium and elsewhere no longer respond to invitations to quote." British manufacturers and workmen tell a different story.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

PROBABLY owing to the stoppage of the circulation of money caused by the shipbuilding and other strikes in Scotland, the retail houses in our trade have experienced a very quiet time indeed during October, much quieter than had at first been expected, and a distinct falling off from the slight indications of betterment which were discernible in September. The weather cannot be blamed, for its conditions have, on the whole, and considering the advanced season of the year, been favourable for shopping. There has been no further change in the selling prices since the slight rise in the cheaper sorts of English made glass as applied to the Scottish market, a rise which seems to have been accepted quietly, in such new transactions as have been carried through. The special dulness is clearly enough due, in the main at least, to the rather large crop of wages disputes of which Scotland has become the field during the past two months. It is fervently to be hoped that these will be definitely settled within a brief space, else the winter will be a very bad time for the country generally, and particularly so for the sensitive trades with which we have more immediately to deal.

Reports from the distributing city merchants, and from the travellers who work the outlying districts, are also inclined to be of a sombre hue. These are now beginning in earnest to hunt up orders for Christmas and New Year supplies, and, so far, the encouragement has been somewhat scanty. There is room yet, however, for some bettering of the prospect, and this possibly may be realised in respect of orders coming from those outlying parts where the cereal crops and the fishing harvest have turned out fairly well, these places at the same time being remote from destructive conflicts of the strike order. Not all of those districts have been fortunate this year as regards the corn crops or the herring and other fishings, but some of them have been, and these, no doubt, will help to make up for the leanness of the less fortunate areas.

On surveying the position at present in Scotland, the least unfavourable section is that of jam and marmalade pot manufacture and market. The jam-pot season, which is now well over, has proved a good one, on the whole, for bulk of demand, but the best of the features presented consists in the circumstance that fairly remunerative prices have been procurable, the makers being in a measure satisfied, although values are even now strictly on a moderate range. This modicum of satisfaction was not

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experienced last year, so that the change so far has been salutary for the position of the manufacturers, without in any way bearing hardly on the consumers (that is to say, the preserve manufacturers), who are quite ready to pay the slightly higher rates now asked for.

The same remarks apply to the marmalade pots, with this difference, that the season for these is now only being commenced, whereas the other is practically done with. Season's supply contracts have for some little time been in course of making with the marmalade firms, and these also carry the improvement over last year as to prices. Deliveries will assume some volume during November, and with regard to the general look-out, at least a fair average turnover is reckoned on. The position with reference to the markets in Rockingham wares is maintained, at least up to the slightly improved mark referred to in last month's report. The call for these goods in Ireland is perceptibly better than it has been for two or three years; and, as many of the districts have just come through a comparatively successful harvesting, there is every likelihood of the improved call being maintained over the winter. Within the range of our industries there are, happily, no questions of the least weight or seriousness at present as between employers and employed, and it is reckoned that there is no fear of anything of the kind arising for a good stretch of time to come.

The Gazette.

Dissolution of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

HOLT & HORLEY (Mitchell Holt and Harry Ernest Hawley), 38 and 40A, Streatham-place, Brixton-hill, tile merchants and contractors. Sept. 15. Debts by M. Holt. (Sept. 18.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

DUROLITE, LTD. Petition presented, Oct. 19, by Pilkington's Tile and Pottery Co., Ltd., Clifton, near Manchester. Hearing, Royal Courts of Justice, Strand, Nov. 6. Crofton, Craven & Worthington, Manchester, sols.

LONDON BOTTLE CO., LTD. Mtg., W. McIntosh Whyte's, 8, Mansion House-chambers, 11, Queen Victoria-street, E.C., Oct. 22 at 3, for the report of the winding up.

MCNEAL & CO., LTD., Stanley Pottery, Longton, earthenware manufacturers. Mr. T. H. Griffiths, Boardman's-buildings, Longton, announces that he has been appointed receiver for the debenture holders of this company, and has taken possession of the property of the company on their behalf.

NEW SHILDON BRICK AND TILE CO., LTD. Mtg., Midland Bank-chambers, Middlesborough, Oct. 18, for the report of the winding up.

PRISM GLOBE CO., LTD. Mtg., Wm. Dearden's, 36, Spring gardens, Manchester, C.A., Nov. 16, for the accounts of the winding up.

Notice of Dividends.

PARR BARZILLAI, 2 and 4, Bond-street, Burslem, potter's handler. First and final, of 7½d., at O.R.'s, Newcastle, Stafford.

Order made on Application for Discharge.

BORTON Richard E., 54, High-street, Ramsgate, china and glass dealer. July 10 (varying order made March 28, 1904). That the amount of the judgment entered against the bankrupt in pursuance of the order of March 28, 1904, be reduced from £100 to £25.

Notices of Release of Trustees.

MALKIN JOHN E., 274, Waterloo-road, Burslem, late 8, Cheapside, Hanley, potter's merchant. Tr., F. T. Halcomb, Newcastle, Stafford, O.R.

MANN EDWARD J., 37, Lewis-street, Aberaman, Aberdare, glass and china dealer. Tr., W. L. Daniel, Merthyr Tydfil, O.R.

Proceedings under Cessio; Petition Presented.

MACMILLAN JOHN & CO., Rothes, china merchants.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

** These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—EDS. *P. G.*)

BROWN ARTHUR, 45, Pinchbeck-street, Spalding, china and glass dealer. Dated Oct. 1. Filed Oct. 8. Liabilities unsecured, £406 18s. 9d. Property, after deducting secured claims, £123. Tr., E. H. Hawkins, 3, Barbican, E.C. The following are creditors:—E. Enderlein, London, £11; A. Mortimer, London, £14; De Grelle, Houdret & Co., London, £25; Dornberget & Co., London, £10; Cama, Woolla & Co., London, £40; H. Hulmi & Sons, Burslem, £39; Cloakie & Co., Castleford, £17; Goodwin, Stoddard & Co., Longton, £18; Ridgways, Ltd., Stoke-on-Trent, £21; W. Robinson & Co., Wolverhampton, £18; G. Shackleton, Worcester Park, £45; rent, £18.

NORTON ADA MARY ANN, 258, High-street North, East Ham, china and glass dealer (wife of George James Maurice Norton). Dated Oct. 4. Filed Oct. 11. Liabilities unsecured, £821 0s. 6d. Property, after deducting secured claims, £350. Tr., E. H. Hawkins, 3, Barbican, E.C. Secured creditors, £180. The following are creditors:—Gilbert & Co., London, £14; Lang Jonas & Co., London, £43; J. Murray & Co., London, £21; Lang Jules & Co., London, £11; F. Hodgson, London, £65; E. Enderlin, London, £56; Hunter Bros., London, £11; S. Dornberger & Co., London, £16; South Eastern Printing Co., London, £13; J. H. Bethell, London, £25; Sadler & Sons, Burslem, £22; St. Louis Art Pottery Co., Fenton, £25; F. Beardmore & Co., Fenton, £127; Clemetson Bros., Hanley, £20; De Martial & Co., Lemoges, £10; E. Lawrence, Longton, £15; Stubbs & Chew, Longton, £22; Asbury & Co., Longton, £13; McGlory & Co., Sheffield, £14; Fleming & Co., Stourbridge, £19; J. P. Humphries, Tunstall, £196. Bankers' claims, £180.

Bankruptcy Proceedings.

BOULTON GEORGE MORGAN, china and glass dealer, 69, Craven Park-road, Harlesden, N.W.—Under this failure the Official Receiver has issued to creditors the usual summary of the debtor's statement of affairs, together with his observations upon the case. The summary shows liabilities £170 19s. 3d., of which £141 13s. 3d. are unsecured, and estimated net assets £23 4s. 1d. A deficiency of £118 9s. 2d. is accordingly disclosed. The following are creditors:—M. Besels, Barbican, E.C., £12 3s. 7d.; G. L. Gent, Holborn-circus, E.C., £18 10s. 9d.; Wisby & Co., Houndsditch, £34 18s. 1d.; Max Carl & Co., Barbican, E.C., £10. Partly secured: M. Kielor, Whitechapel-road, E., £50 12s. 4d. (security, a life policy,

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WORLD'S FAIR, ST. LOUIS, 1904.

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GRAND PRIX

DEPT. D, GROUP 45, CERAMICS.

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AGENTS—

United States.—Mr. John Davison, 12, Barclay St., New York.
Francet—H. Mulotte & Cie, 14, Rue de Paradis, Paris.
Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co.(Mr. A. E. Potts), Sydney & Wellington
Country Representative.—Mr. C. G. Probert.

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valued at nil). The following are the Official Receiver's observations :—The receiving order was made on the petition of the debtor, who has been adjudged bankrupt. At the first meeting of creditors, held on the 12th ult., no resolution was passed; the Official Receiver therefore remains trustee of the estate. The bankrupt states that he enlisted in the Royal Horse Artillery in December, 1894, but retired with the rank of sergeant in December, 1902. In February, 1903, he commenced business as china, glass, and toy dealer, at 69, Craven Park-road, Harlesden, where he has since traded, and since February 1905, he has also been employed as clerk and messenger at a salary of 27s. per week. He attributes his insolvency to his net profits having been insufficient to meet his household and personal expenditure owing to bad trade. A takings book only has been produced, and the bankrupt states he has kept no other books of account. With the exception of a trifling sum for doctor's fees all the unsecured liabilities are business debts. The creditor treated as "partly secured" is stated to hold, against his claim for goods supplied and money paid on the bankrupt's behalf, a policy of insurance on the latter's life for £200, effected in January, 1904. A sitting for the public examination of the bankrupt was held, on October 24, at the London Bankruptcy Court, before Mr. Registrar Giffard. Mr. W. P. Bowyer appeared as Assistant Receiver, and, the bankrupt having been questioned as to his trading and affairs, the examination was ordered to be concluded.

Gee Thomas, china, earthenware, and glass dealer, 361, Coventry-road, Birmingham.—This debtor attended at the County Court, Birmingham, last month, before Mr. Registrar Whitelock, for his adjourned public examination, when the deficiency was stated at £317. It appears that the debtor in 1904 acquired the business which his mother had previously carried on, agreeing to pay her £300 for the stock and fixtures, but he said he only thought it was worth about £200. He further said that he rented a shop at £50, and sold goods at markets. He agreed to give bills for £200 which he had paid on the £300, and his mother was still a creditor for £100. He went on trading because he did not know that he owed so much. The examination was closed subject to the usual signing of notes.

Gilbert Samuel, 112, Broad-street, Blaenavon, glass, china, and earthenware dealer, &c. R.O., Sept. 14. First mtg., 135, High-street, Merthyr Tydfil, Oct. 1 at 3. Exam., C.C. Tredegar, Oct. 5. at 10.45. Adj., Sept. 14. The first meeting of creditors herein was held last month, at 135, High-street, Merthyr Tydfil, when the statement of affairs showed gross liabilities £187 13s. 3d., of which £181 13s. 6d. is expected to rank, and the assets are estimated to realise £73 15s. 11d., thus disclosing a deficiency of £107 17s. 7d. The failure was ascribed by the debtor to bad trade and illness and death of his wife and one child and being deprived of the great assistance which his wife had been able to render him. No resolutions were passed at the meeting, and the estate therefore remains with the Official Receiver, who acts as trustee.

Jones Wm., 102, Swadlincote-road, Woodville, potter. R.O., Oct. 17. Adj., Oct. 17.

Stubbs Wm., Hill-crest, Caverswall-lane, Blyth Bridge, and Robert Stubbs, Upper Belgrave-road, Longton, china manufacturers. R.O., Oct. 5. First mtg., O.R.'s, Newcastle, Oct. 22, at 11½. Exam., Town Hall, Stoke-upon-Trent, Oct. 30 at 10¼. Adj., Oct. 10.

Thomas Joseph Collins, 31, Meeting House-lane, Brighton, dealer in glass, &c. It would appear from the report of the Official Receiver issued on this case that the debtor started trading as a cabinet maker about fifteen years ago. He has always carried on a workshop, but it is now also used as a storehouse for glass. He took his present premises about eight years ago as a glass warehouse, but during the last few years trade has been very bad; it is to this decline of trade that he ascribes his failure. The statement of accounts filed shows gross liabilities amounting to £203 12s. 8d., of which £189 17s. 8d. is expected to rank, and the assets are estimated to realise £167 16s. 3d. less £13 15s. for preference claims, leaving net assets £154 1s. 3d., and disclosing a deficiency of £35 16s. 5d. The unsecured creditors include two claims for £142 for money lent. The Official Receiver thinks the stock, which the debtor values at £130, is very much over-estimated. The following are creditors :—H. Passmore, London, £68; Grainger & Co., Woolwich, £73; W. H. Collins, Brighton, £10. The first meeting of creditors was held at the Official Receiver's office, Brighton, the Official Receiver presiding. Claims to the amount of some £98 were lodged. No resolutions being passed, the estate remains with the Official Receiver, who therefore acts as Trustee.

Ward Joseph, 102, Sheffield-road, Barnsley, glass-blower, &c. R.O., Oct. 17. First mtg., O.R.'s Barnsley, Nov. 2 at 10½. Exam., C.C., Barnsley, Nov. 2 at 10.45. Adj., Oct. 17.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

Bottle, No. 20,905.—T. E. Whitmore and G. R. Poole. Improved bottle. Sept. 20, 1906.

Bottles, No. 21,318.—S. J. Pocock. Improvements in and relating to glass, earthenware, and like bottles or jars for supplying milk and other perishable substances. Sept. 26, 1906.

Bottles, No. 21,442.—R. Powley, W. Powley, W. Powley, and M. Powley. Improvements in or relating to bottles, jars, and like receptacles. Sept. 27, 1906.

Clay Articles, No. 20,688.—W. Owen and W. H. Owen. Improved method of manufacturing articles in clay. Sept. 18, 1906.

Crockery Racks, No. 21,570.—F. J. Walton. Improvements in portable racks for holding crockery. Sept. 29, 1906.

Decorating Pottery Ware, No. 20,165.—F. Mountford. New or improved machine for decorating hollow and flat pottery ware or other articles. Sept. 11, 1906.

Drawing Glass Articles, No. 21,741.—O. Imray (Window Glass Machine Company, United States). Improved method of drawing hollow glass articles. Oct. 2, 1906.

Fountain Spittoons, No. 22,112.—E. C. R. Marks (The Buffalo Dental Manufacturing Company, United States). Improvements in fountain spittoons. Oct. 6, 1906.

Furnaces for Glass, No. 20,955.—C. Deselle. Improvements in regenerative gas furnaces for glass and other purposes. Sept. 21, 1906.

Glass Balls, No. 21,097.—F. Wieshomeier. Machine for the automatic insertion of glass balls into bottle-necks. September 22, 1906.

Lamp Shades, No. 20,887.—O. Hellstern and T. Ward. Improvements in lamp shades and lenses. Sept. 20, 1906.

Lavatory Basins, No. 21,038.—J. N. Macdonald. Combined catch and handle for folding lavatory basins. Sept. 22, 1906.

Lavatory Basins, No. 21,900.—J. S. Currall. Improvements in or connected with lavatory basins. Oct. 4, 1906.

Metal Cover, No. 20,570.—A. W. Gater. Metal cover with a hinged part, to cover lip, such cover to be used for covering large earthenware and other jugs with lips. Sept. 17, 1906.

Picture Centres for Plates, No. 20,074.—C. L. Tweedale. Improvements in picture centres for plates, saucers, dishes, and the like, whereby the appearance of the plates, saucers, or dishes may be changed. Sept. 10, 1906.

Pipes, No. 20,921.—S. Edwards and J. Cater. Improvements in drain and other pipes. Sept. 20, 1906.

Poison Bottles, No. 20,509.—Elizabeth R. Maydew. Improvements in or connected with bottles for containing poisons or other dangerous liquids. Sept. 15, 1906.

Saucers, No. 21,606.—Barbara D. Howarth. Improvements in saucers. Oct. 1, 1906

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SINKS, No. 21,794.—H. Rudge. Improvements in sinks and the like. Oct. 3, 1906.
WASTE PAILS, No. 22,042.—P. E. Trainor. Improvements relating to "slop" or waste pails and the like. Oct. 5, 1906.

Specifications Published.

1905.

17,779.—Cox. Dripless spout for teapots and the like.
22,226.—Marks. (Colburn.) Production of glass cylinders.
26,637.—McMyn. Stoppering devices for weighing bottles.
18,877.—Incandescent Heat Company and Smallwood. Smelting, crucible, heating, annealing, and like furnaces.
18,998.—Goodwin. Bottles and similar receptacles.
21,116.—Schmatolla. Vertical kilns.
22,468.—Forbes. Jugs and like receptacles.
23,012.—Gavin. Glazing of daylight reflectors.
23,152.—Hodgson. Construction of water-closet basins.
25,639.—Thornton, Sharp, Ingle, & Stanley. Kilns employed for burning or fixing the colours of glaze upon glass or earthenware and other materials, applicable also for other purposes.
26,670.—Furnival. Trays for clay presses used in the manufacture of china and earthenware.

1906.

12,159.—Slingluff. Glass furnaces. (Date applied for under International Convention, June, 29 1905.)
10,455.—Cordes. Stoppers for bottles, jars, and the like.
15,293.—Chambers. Manufacture of glass.

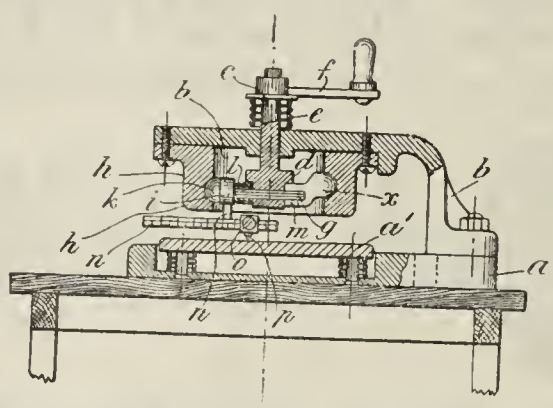
Designs.

The following is a list of proprietors of designs entered on the Register in Class 4, which includes "Articles composed wholly or chiefly of glass, earthenware, or porcelain, bricks, tiles, or cement."
483,586.—H. Clarke, 41, Broadway, Cricklewood, N.W.
485,009.—J. C. Grinsell, 39, George-street, Birmingham.
485,385.—E. J. Dobbins, 34, Victoria-street, S.W.
485,547.—W. Hill, 78, McAlpine-street, Glasgow.
485,619.—Leeds Fireclay Company, Ltd., Wortley, Leeds.
485,863.—Taylor, Tunnicliff, & Co., Ltd., Hanley, Staffs.
485,867.—Coalport China Company (J. Rose & Co.), Ltd., Coalport.
486,001–2.—Wiltshaw, Robinson, & Son, Stoke-on-Trent.
486,003.—J. Lang & Son, 16, Bury-street, E.C.
486,004–6.—Rhodes Tile Company, Ltd., Reginald-street, Burslem
486,050.—Marsden Tiles, Ltd., Burslem, Staffs.
486,101.—C. Crop & Sons, 52, Brooksby's-walk, Homerton, N.E.
486,014.—M. Emanuel & Co., 41 and 42, Shoe-lane, E.C.
486,057.—C. E. Challis, The Homestead, Fitzjohns-avenue, Barnet.
486,197.—C. Southwell & Co., Dockhead, Bermondsey, S.E.
486,198.—Schindler & Co., 9, Aldermanbury-avenue, E.C.
486,291.—Wiltshaw, Robinson, & Son, Stoke-on-Trent.
486,385.—J. Hetley & Co., 35, Soho-square, W.
486,462.—Grimwades, Ltd., Stoke-on-Trent.
486,381.—K. W. Walsh, Soho Glass Works, Birmingham.
486,476–8.—L. H. Webber, 2, Great Marlborough-street, W.
486,685.—Stuart & Sons, Wordsley, Stourbridge.
486,689.—Doulton & Co., Ltd., Nile-street Works, Burslem.
486,706.—Schindler & Co., 9, Aldermanbury-avenue, E.C.
486,747.—Rhodes Tile Company, Ltd., Reginald-street, Burslem.
486,864.—G. Helps, Izons Croft, Ansley, Atherstone.
486,969.—J. W. Walsh, Lodge-road, Birmingham.
486,970–6.—Worcester Royal Porcelain Co., Ltd., Worcester.
487,206.—R. H. Barrett, The Oval, Cambridge Heath, E.
487,245.—L. Tait, 254, St. Vincent-street, Birmingham.
487,246.—R. H. Border, 88, Park-road, West Dulwich.
487,289.—Hines Bros., Fenton.
487,291–2.—W. T. Copeland & Sons, Stoke-upon-Trent.
487,359.—W. Hill, 78, McAlpine-street, Glasgow.
487,367.—Davies & Co., Coningsby-street, Hereford.

COMPLETE SPECIFICATIONS.

Ornamentation or Decoration of Pottery Ware.—A. G. Harley Jones, of Samian Pottery, Fenton, Stoke-upon-Trent, declares this invention to be described in the following statement:—The method of ornamentating or decorating pottery ware consisting in providing a pattern of Greek, Roman, or Egyptian art upon the moulded article by means of incised moulds, the said ware being then fired in the usual manner for bisque, glost, and enamelled, and a lithograph or lithographs applied on portions of the pattern provided for the same, after which the ware is kiln-fired in the ordinary manner. In the method of ornamenting or decorating pottery ware as described, colouring the patterns or borders either by pencilling or aerographing in the clay or bisque states, or by pencilling, groundlaying, or aerographing in the glost state. The method of ornamenting or decorating pottery ware consisting in tracing or pencilling a pattern of Greek, Roman, or Egyptian art upon the moulded article in the underglaze glost, bisque, or enamel stage, a lithograph or lithographs being applied in the enamel stage, and the patterns or borders being coloured, after which the ware is kiln-fired in the ordinary manner. Pottery ware ornamented or decorated substantially in the manner described.

Apparatus for Cutting Glass Letters, Discs, &c., out of Flat Sheets.—F. Böhm, glass-worker, 14, Rykestrasse, Berlin, Germany, claims:—In apparatus for cutting glass letters and similar objects from glass sheets or plates by means of a cutting tool mounted in a revolving and radially adjustable holder and guided by a pattern, corresponding to the curve to be cut, a pattern or guide *m* having inclined and elevated parts *x* adapted to lift the holder *h* of the cutting tool off the glass, where the curve to be cut has a gap.



New Foreign Patents.

United States Patents.

828,707.—De Witt C. Breed, Lockport, N.Y. Bottle.
828,318.—J. O. Johnson, Pittsburg, Pa. Apparatus for forming hollow glass articles.
828,483.—W. Keenan, Toledo, Ohio. Glass-mould.
828,484.—W. Keenan and B. C. Gilligan, Toledo, Ohio. Paste-glass mould.
828,485.—W. Keenan, Toledo, Ohio. Process of making air-hole glassware.
829,145.—O. del Guerra, Chicago, Ill. Bottle-stopper.
829,341.—G. Kirkegaard, New York, N.Y. Bottle-stopper.
828,891.—Caroline Krueger, Buffalo, N.Y. Water-bottle.
829,210.—F. M. Hill, Jr., Salem, N.J. Glass-blowing machine.
829,200.—H. C. Fry, Rochester, Pa. Glass-melting pot.
829,196.—P. Ebeling, Moundsville, W. Va. Apparatus for re-heating glass.
829,131.—W. Wachter, Leipsic-Volkmarsdorf, Germany. Process for decorating glass surfaces and the like.
828,894.—J. G. Martin, Fostoria, Ohio. Machine for drilling glassware.
829,530.—C. Kuhlewind. Apparatus for manufacturing glass articles.
829,687.—J. S. Bean, West Norwitch, Vt. Spittoon.
829,896.—F. M. Sawyer, Charlotte, N.C. Tile-mould.
830,001.—R. Pitt, Pinetops, N.C. Bottle.
830,408.—W. S. Breeden and H. H. Breeden, Bradford, Pa. Device for making and finishing bottle-necks.
830,386.—J. T. H. Warwood, Augusta, Ga. Kiln for burning clay products.
829,950.—J. F. Conlin, Chelsea, Mass. Glass-holder.
830,057.—C. G. Drew, Tiffin, Ohio. Glass-mould.
830,942.—H. M. Webb, Deering, Oreg. Lamp-chimney.
830,846.—L. H. Pleins, Chicago, Ill. Urinal.

COMPLETE SPECIFICATION.

Apparatus for Manufacturing Glass Articles.—J. H. Croskey, Pittsburgh, Pa. (U.S. Patent.)—The combination with a travelling intermittently stationary mould, of a swinging frame carrying an open top measuring cup, provided with a hinged bottom portion, means for rotating said framework to position the cup beneath a glass supply opening and over the mould respectively, means for shearing off the surplus glass, and means for opening the hinged bottom portion of the cup, with gearing in engagement with the driving mechanism of the mould adapted to intermittently actuate said measuring mechanism in conformity with the movement thereof.

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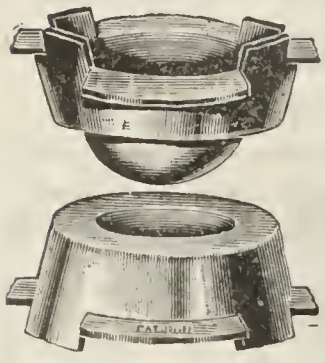
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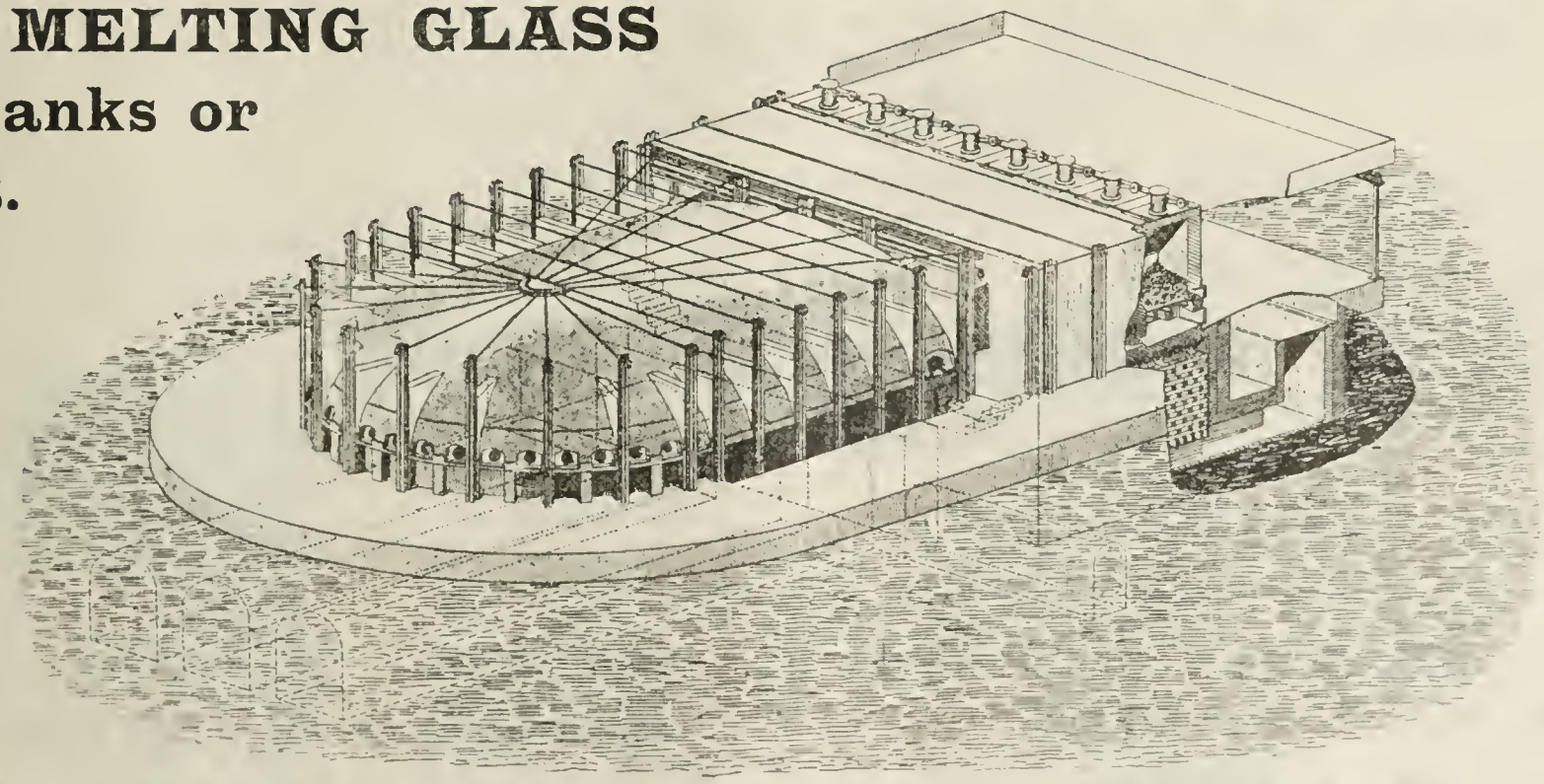
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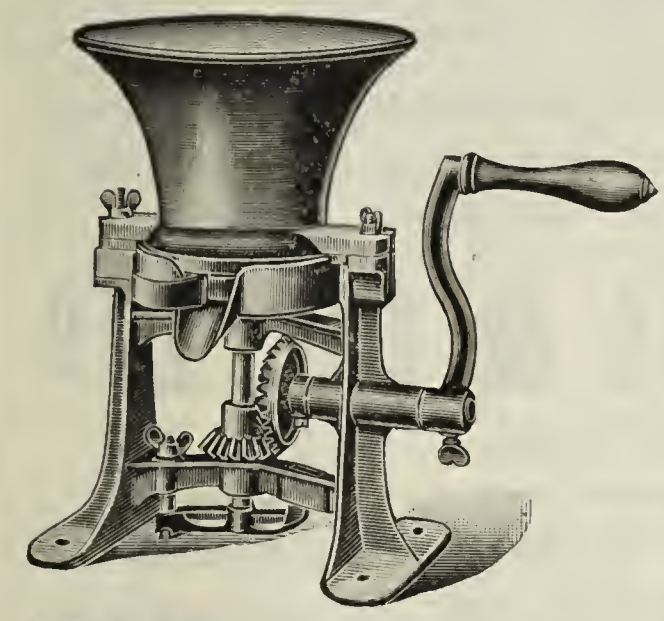
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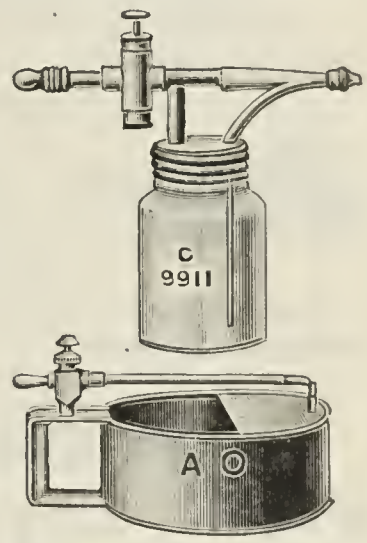
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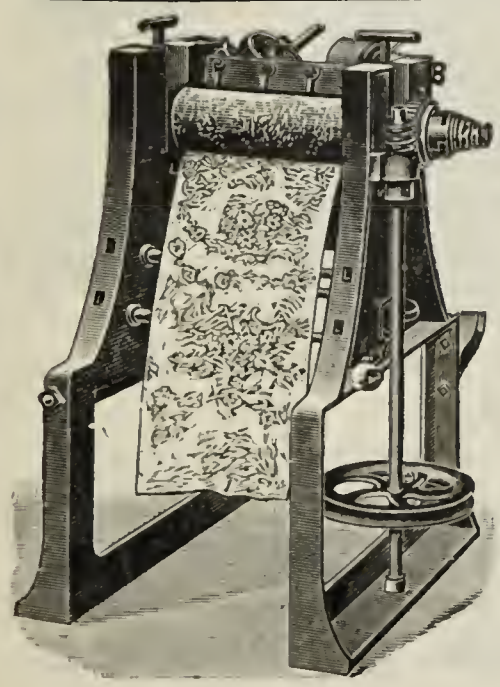
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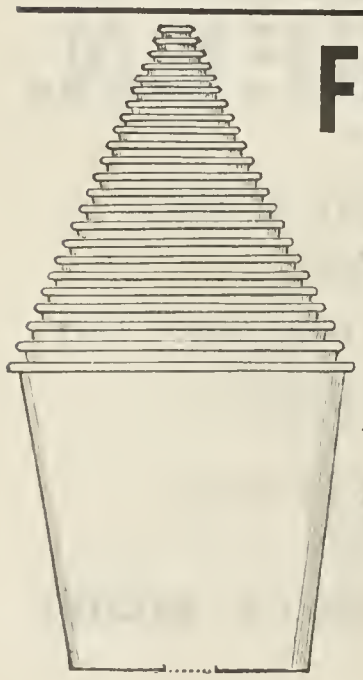
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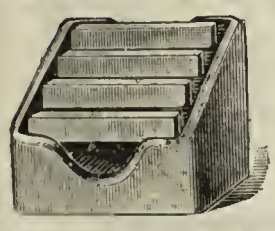
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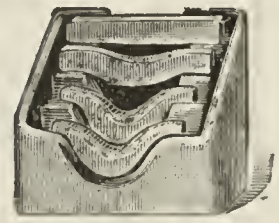


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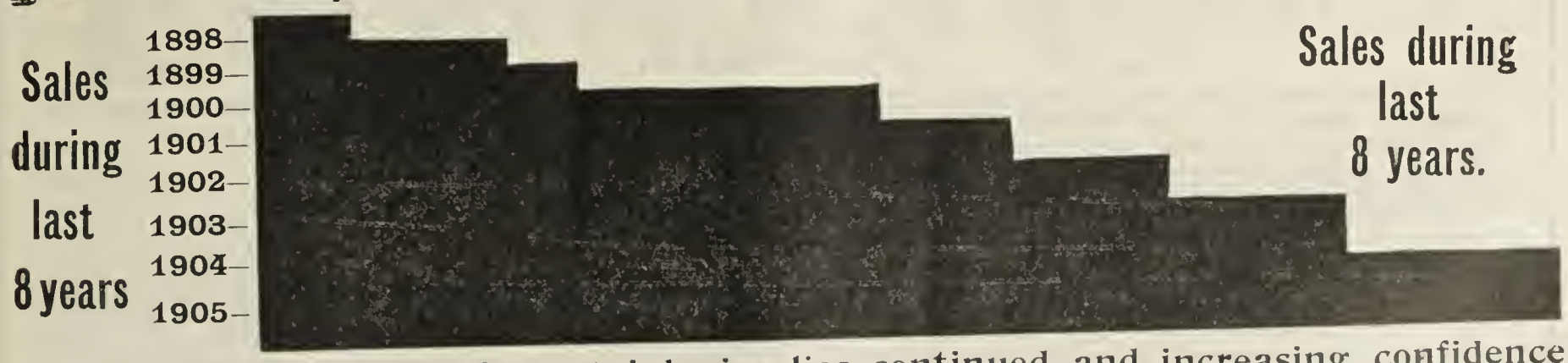
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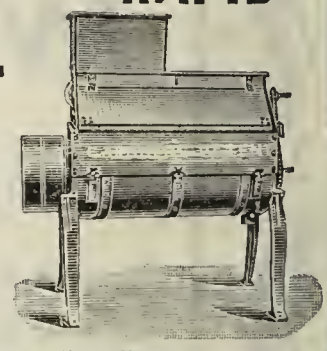
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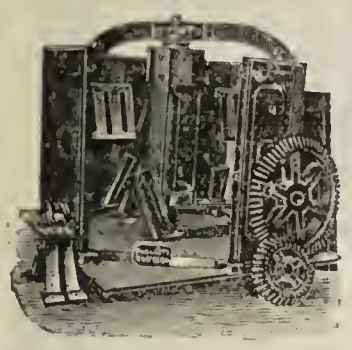
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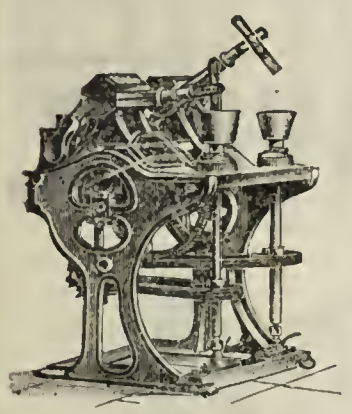
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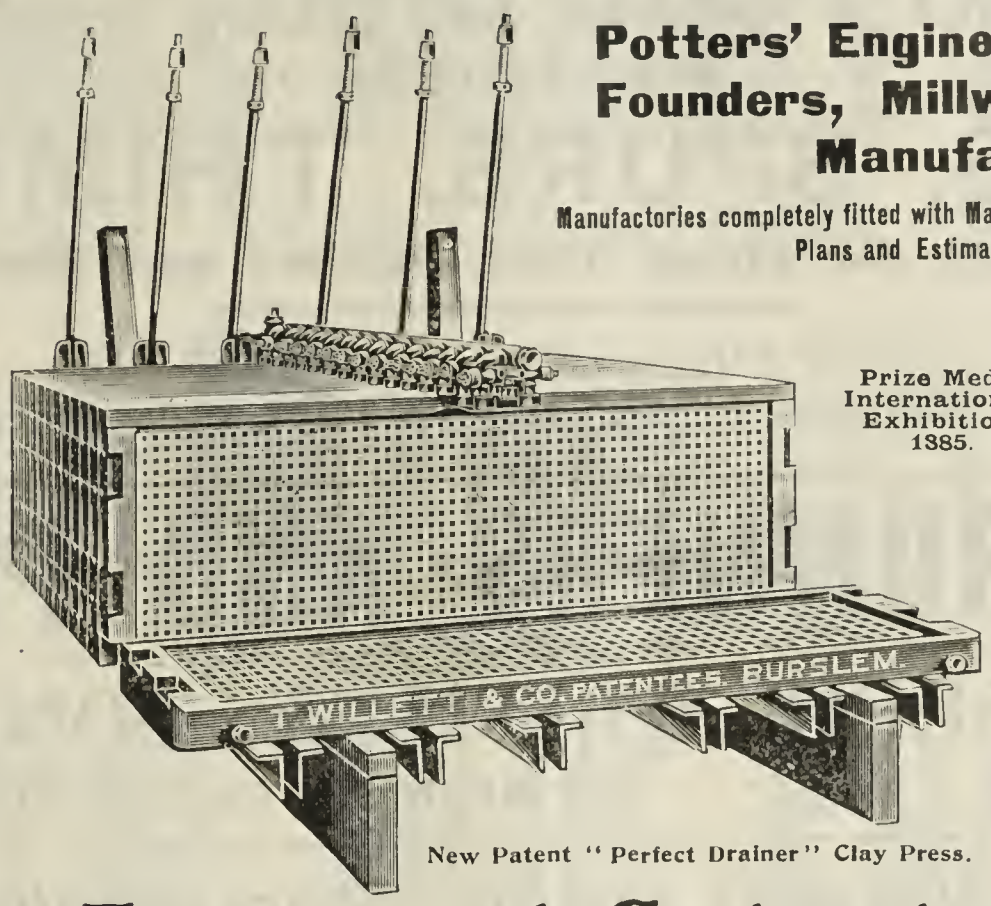
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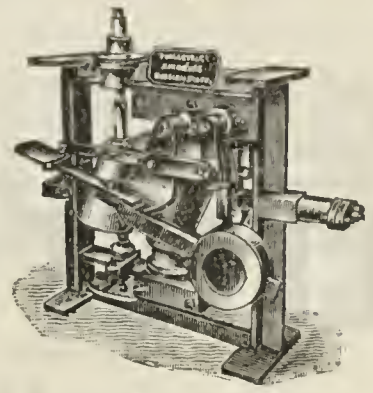


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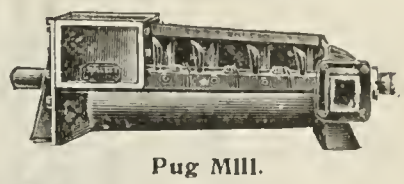


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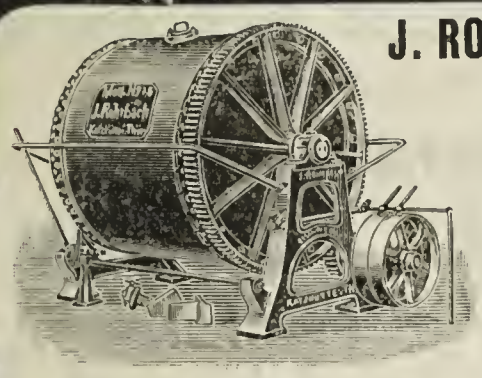
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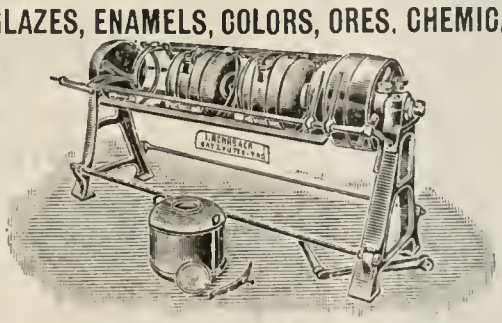
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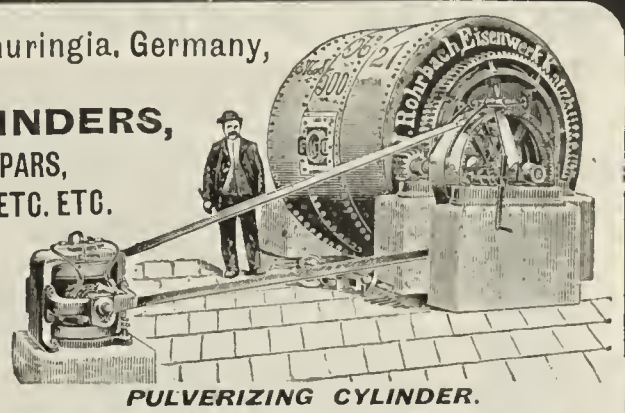
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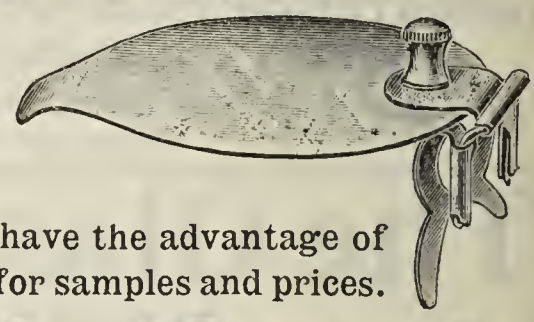
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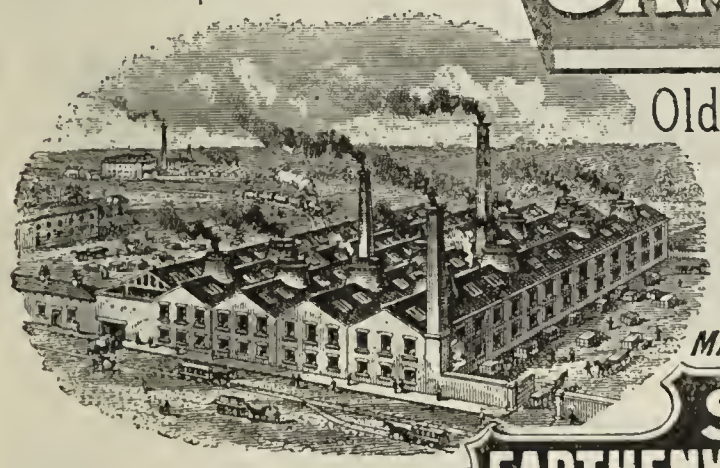
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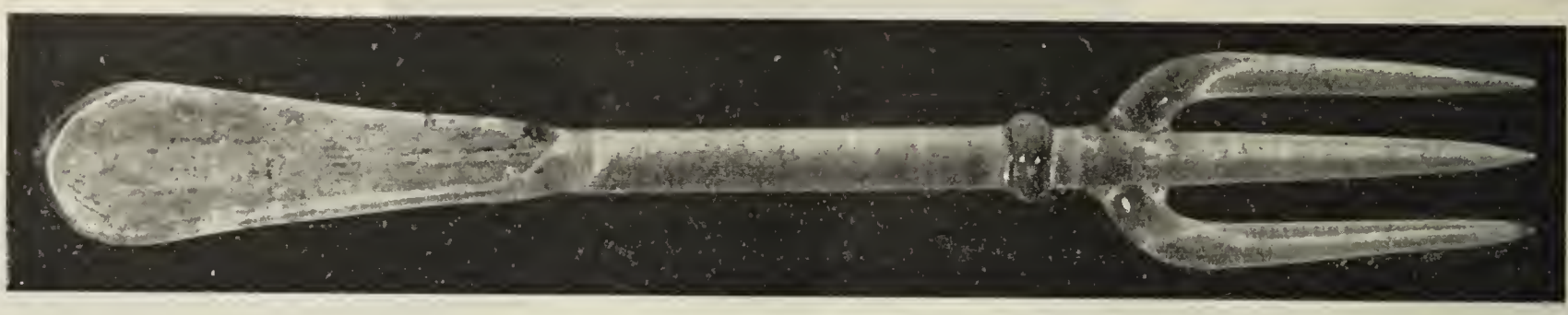
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All announcements for this Heading for January issue must reach us by December 28th.

Special Trade Announcements.

☛ Firms who wish to place Miscellaneous Advertisements in local papers without giving their name and address can have the replies addressed to the "Pottery Gazette" Office, 19, Ludgate Hill, London, E.C. Intimation must first be sent to us of this being done.

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A FIRM of Table Glass Manufacturers, old-established, and doing a high-class trade, are DESIROUS of meeting China or Earthenware Manufacturer with a view to joining AGENCY in Australia, Canada, and the United States.—Address, Box P. 534, *Pottery Gazette* Office, 19, Ludgate-hill, London, E C.

WANTED, by Manufacturer of Yellow, Rockingham, Samian Wares, &c., REPRESENTATIVE (on commission) for Lancashire and N. of England; one already covering this ground for other Pottery lines preferred.—Address, Box P. 533, *Pottery Gazette* Office, 19, Ludgate-hill, London, E.C.

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AGENTS, MANAGERS, &c.—Continued.

TO MANUFACTURERS OF CHINA, EARTHENWARE, &c.—Advertiser purposes opening permanent showrooms with New Year in Birmingham, will treat with good firms for Samples of their production on very moderate terms.—Address, Box P. 548, *Pottery Gazette* Office, 19, Ludgate-hill, London, E.C.

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CANADA.—An AGENT wishes to correspond with a China, also Glass Manufacturers suitable for the above market, with a view to take up the Agency. Highest English bankers' and other references at disposal.—Address, Box P. 552, *Pottery Gazette* Office, 19, Ludgate-hill, London, E C.

MESSRS. RICHARD WASSELL & SON, of Coalbournbrook Glass Works, Stourbridge, will REQUIRE the services of a LONDON AGENT early next year. Applicants must state age and qualifications.

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TRAVELLER REQUIRES SITUATION, South Coast and West of England preferred; long experience; excellent references.—Address, Box P. 559, *Pottery Gazette* Office, 19, Ludgate-hill, London, E.C.

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TO LET, March, 1907, GORDON POTTERY, TUNSTALL, now occupied by Gater, Hall & Co.; the Factory contains 2 biscuit and 2 glost, 4 kilns; it is fitted up throughout with modern machinery, and suitable for both foreign and home markets.—Apply, John Lucas, Alsager; or Empson Alcock, Solicitor, Burslem.

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Continued on page 1328.

ROYAL STAFFORDSHIRE POTTERY,
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CHINA AND GLASS.—WANTED, experienced YOUNG MAN, used to warehouse work and stocking, one that could assist in shop when required.—Apply, with full particulars, to F. Bennett, 200, Holloway-road, London, N.

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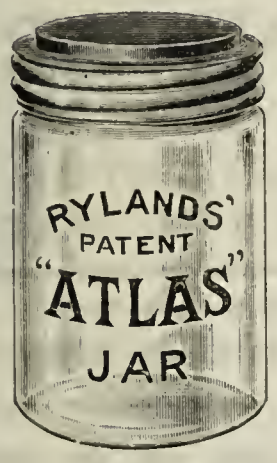
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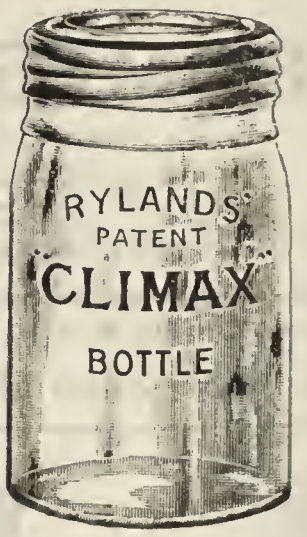


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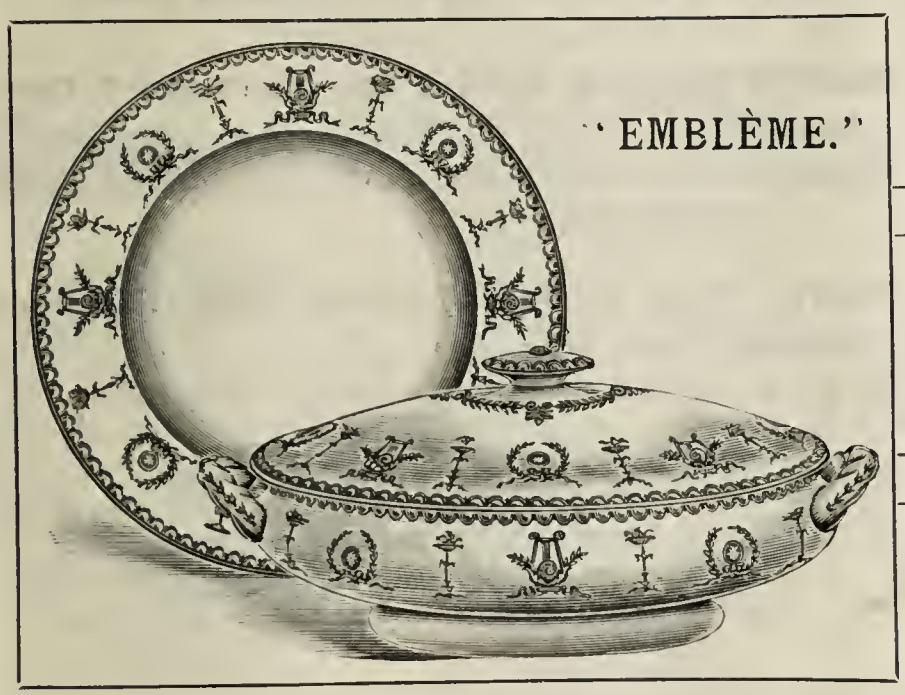
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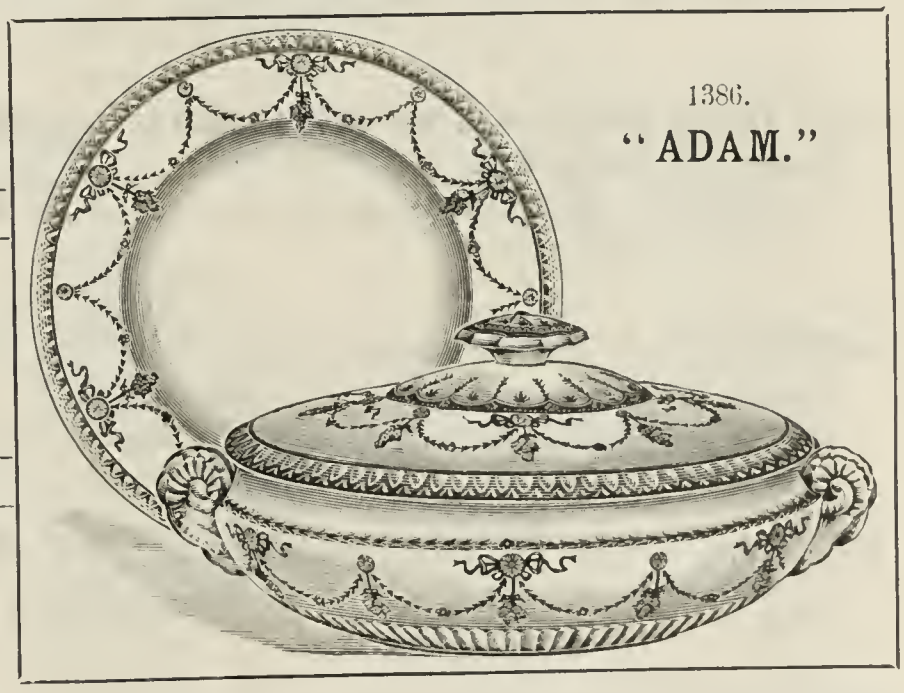
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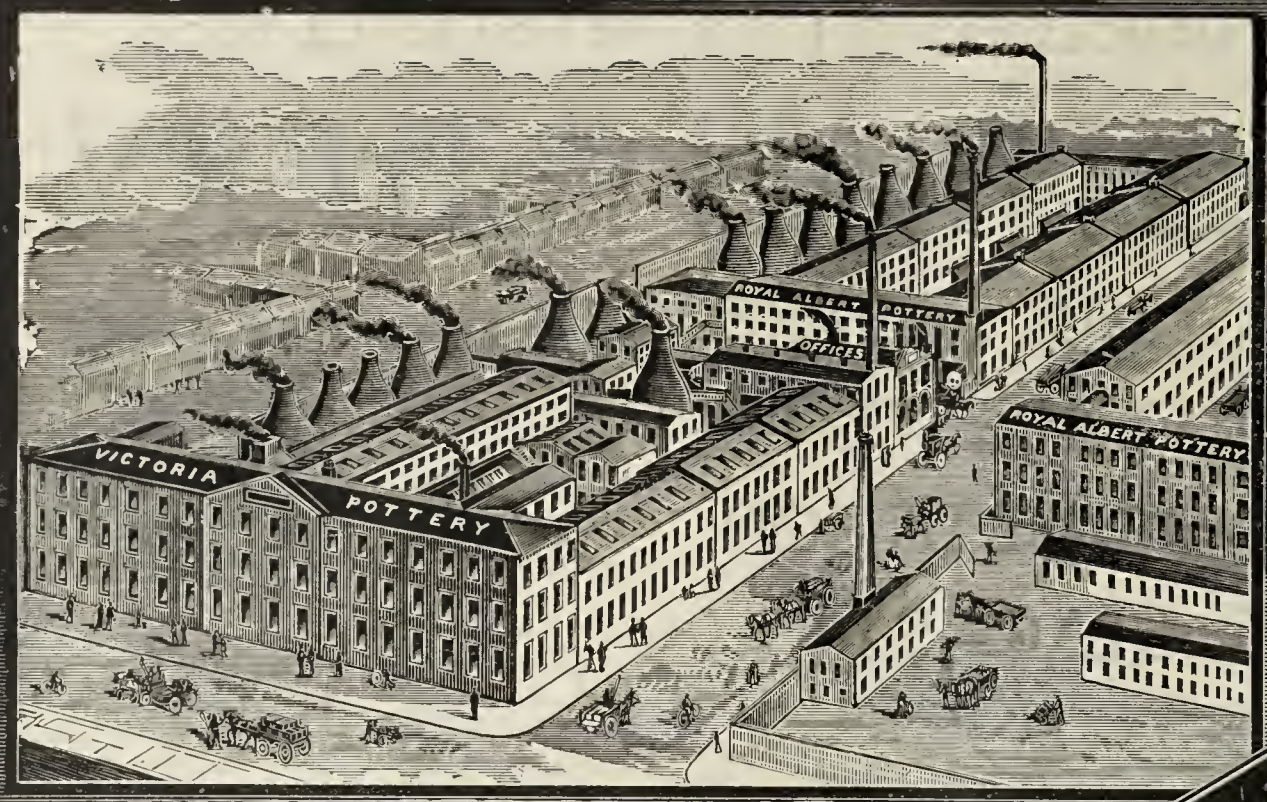
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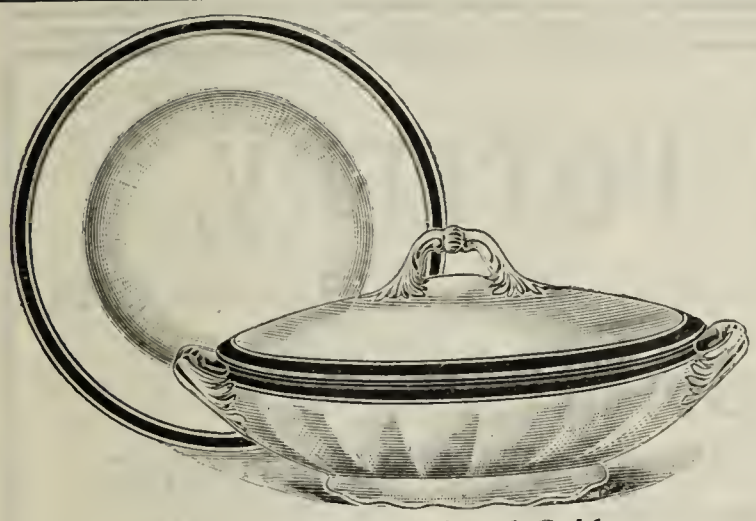
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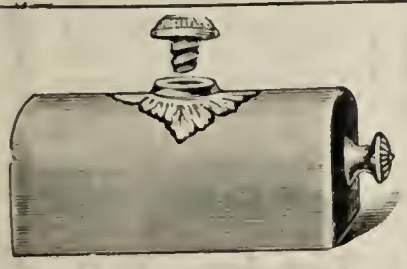
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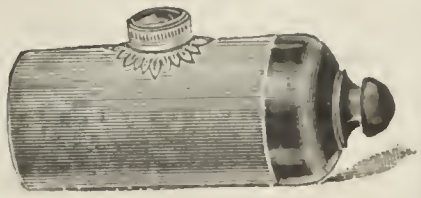
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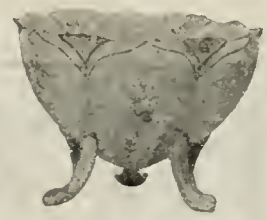
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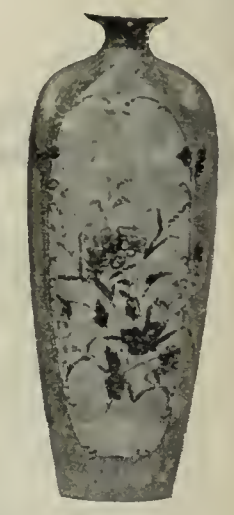
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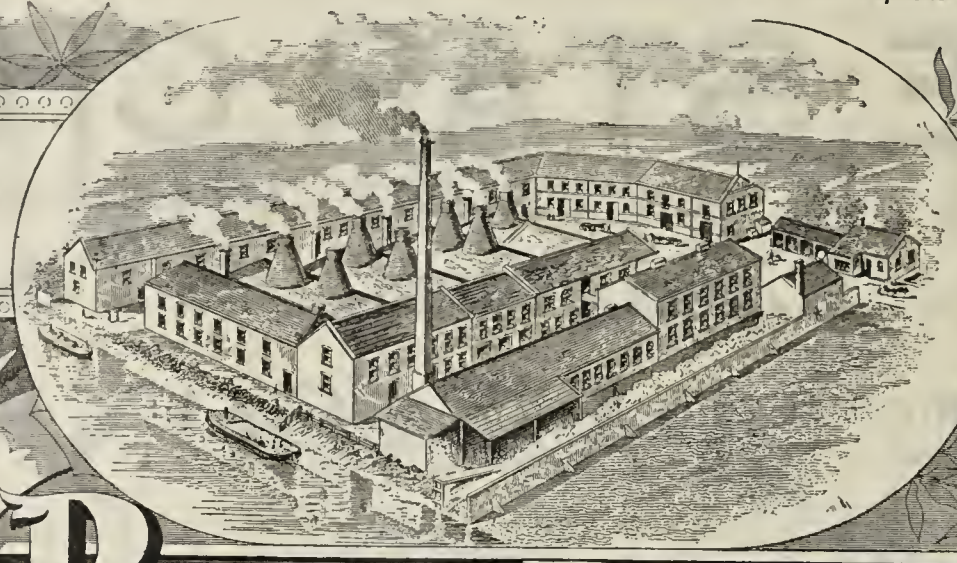
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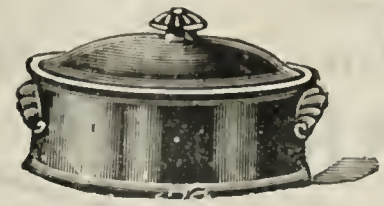
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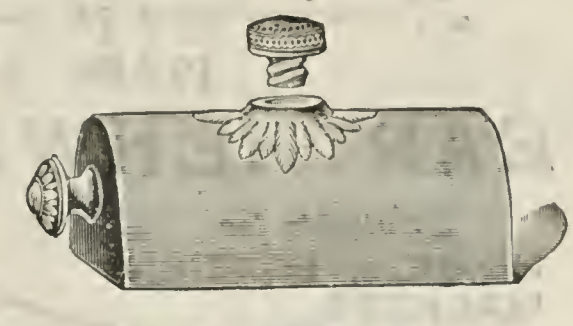
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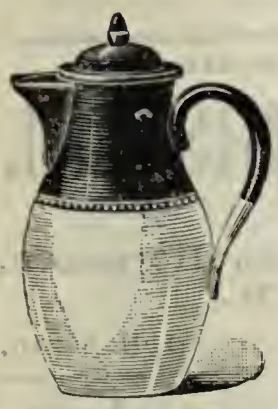




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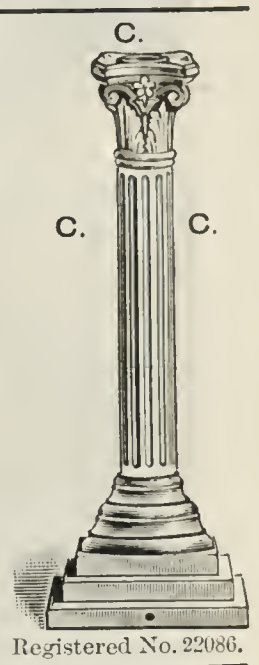
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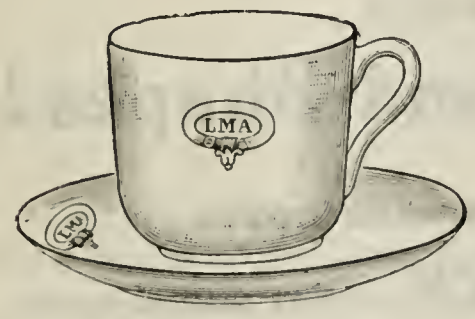
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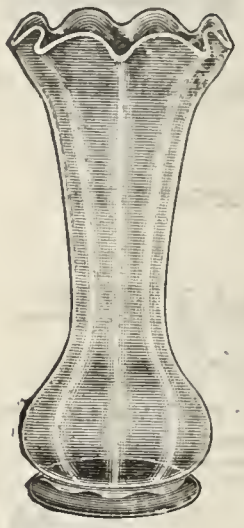


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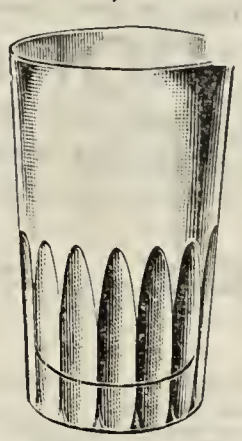


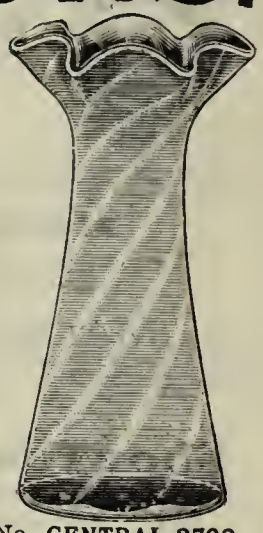
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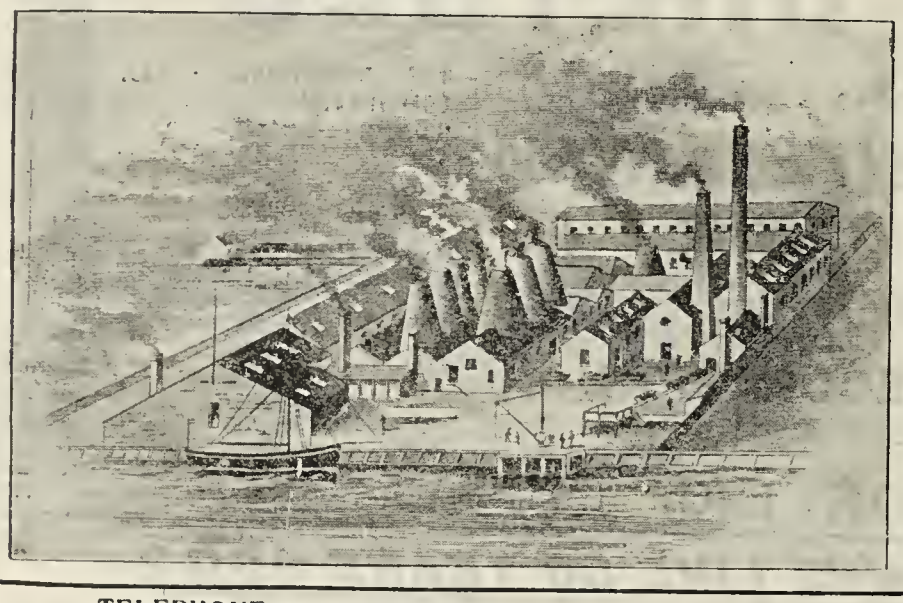


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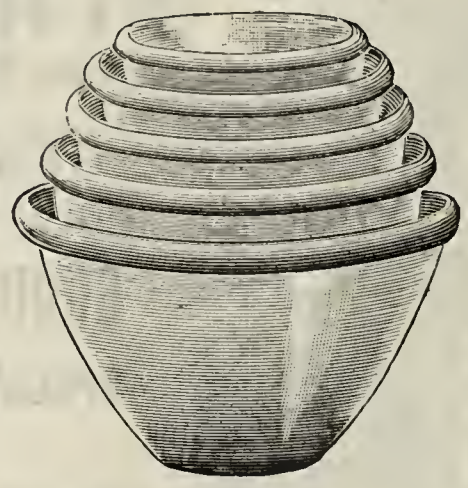
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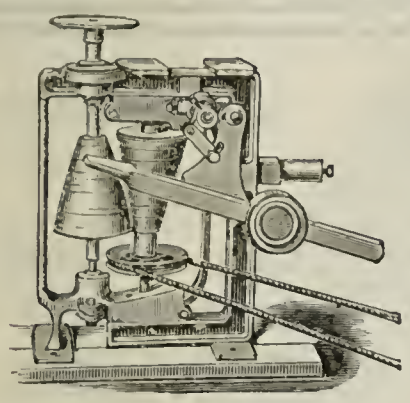




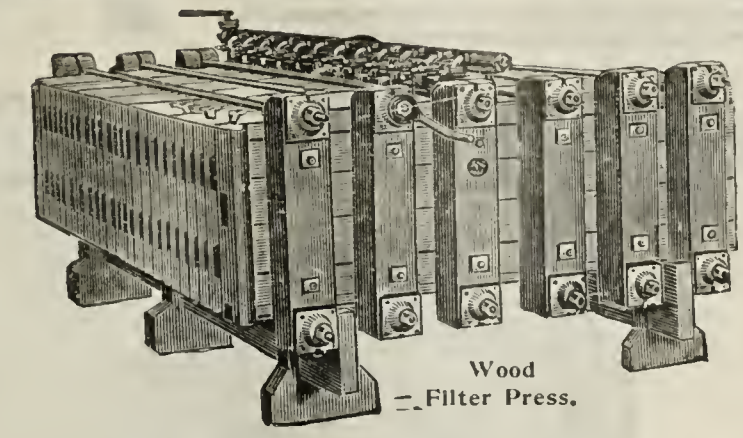


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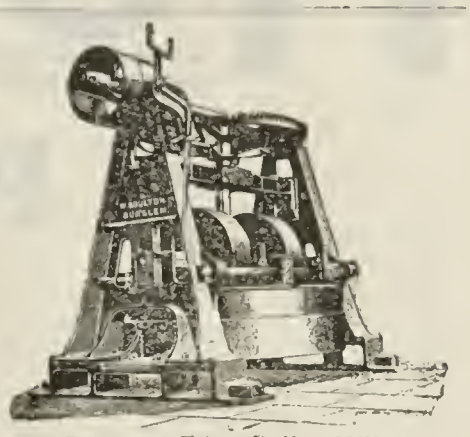
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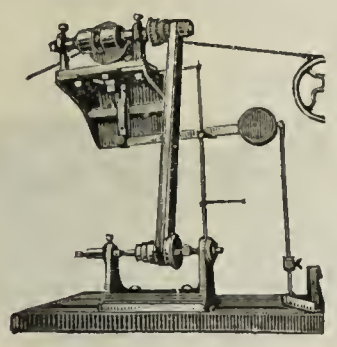
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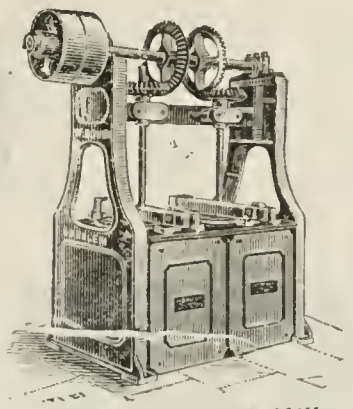
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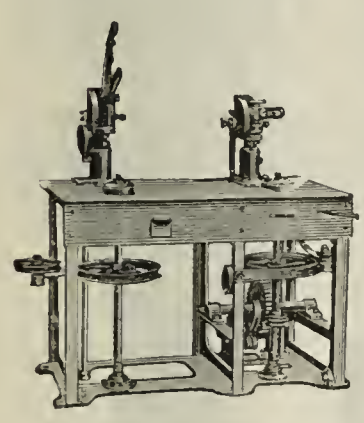
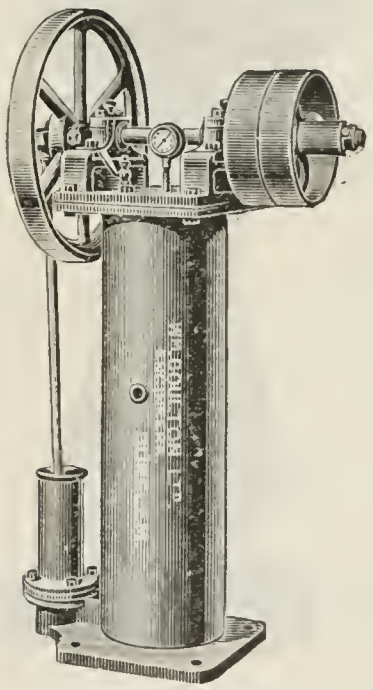
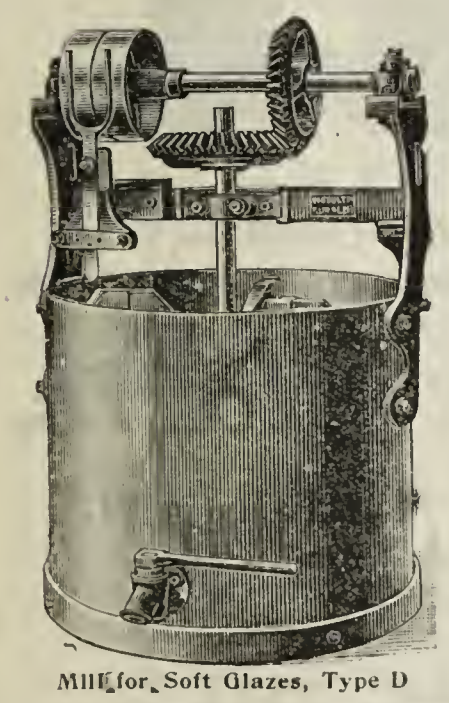


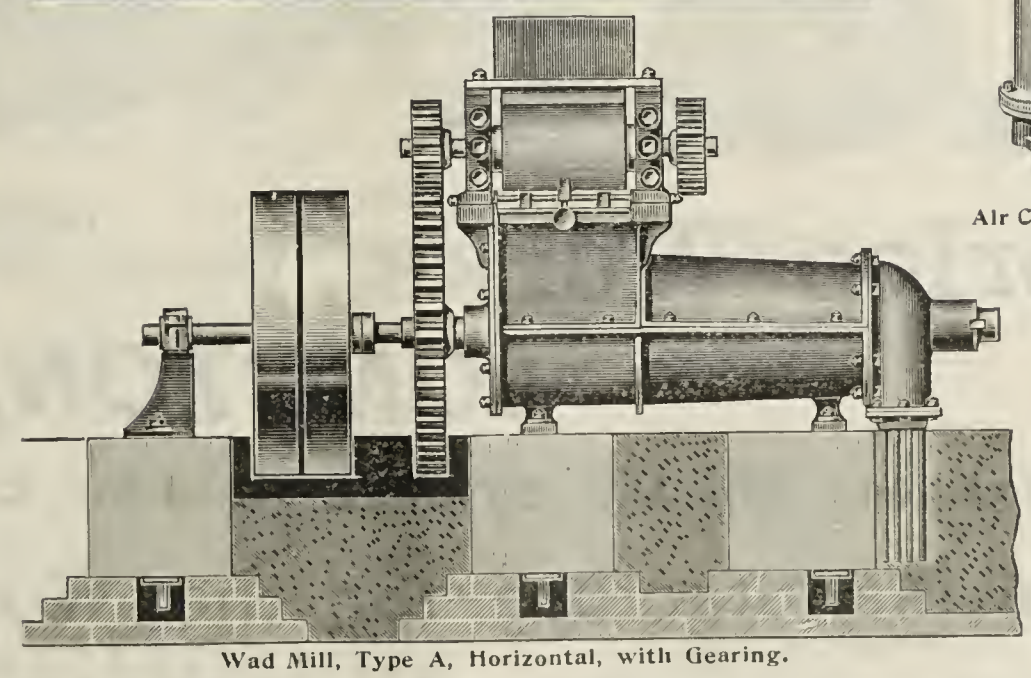
Plate-making Machine



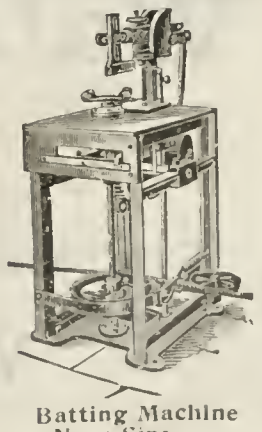
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The Diary for 1907

is now ready, and copies have been forwarded to subscribers whose subscriptions extend into 1907.

Our Enquiry Department.

All enquiries for names of makers of any particular ware, or the owners of registered designs, must be accompanied by ***three penny stamps*** to cover postage. Ware must not be sent us unless asked for.

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Editorial Notes.

THE PROPOSED CENSUS OF PRODUCTION.

THE Bill now before Parliament for securing an official periodical census of production is a welcome indication that at last figures showing the aggregate industrial output of the country will soon be forthcoming. We have for years regretted the absence of statistics relating to our home industries. A few isolated returns are available now—those relating to textiles and to iron and steel, and to some extent to shipbuilding. Why should they not be given in respect of pottery and glass and many other national industries? If we wish to know the gross amount of our home trade we must take the official labour statistics, the Board of Trade returns of exports and imports, make what we can out of these official figures (reliable as far as they go), and then estimate the rest. Our imports last year amounted to £487,500,000; a large proportion of this amount represents raw materials. We should like to know the total value of the manufactured goods we produce from these and native raw materials. It has been estimated that the annual value of the production of the industries of Great Britain reaches the enormous total of £1,700,000,000 (seventeen thousand millions). It will be useful to know how much of this vast total is contributed by the glass trade and how much by the pottery trade. One of the sub-sections sets forth that returns under the Bill shall state the nature of the trade or business, the output, the number of days on which work was carried on, the number of persons employed, the power generated, or used, and such other matters as may be found necessary for enabling the quantity and value of production to be ascertained. No one in our trades will object to furnish this information. Only gross statistics will be published, and those appointed to collect the information will be pledged to secrecy. We hope the Bill will pass.

THE BENEVOLENT INSTITUTION.

THE proceedings at the Festival Dinner, commemorating the twenty-fifth year of the foundation of the Pottery and Glass Trades Benevolent Institution, are reported on another page. It is much regretted that a function which was in every other respect an occasion for unbounded satisfaction, was clouded by the unavoidable absence of the President of the Institution and of the Chairman of the Board of Management. The Board of Management are to be congratulated on the very substantial contribution to the funds of the Institution announced from the chair. All who contributed to the Commemoration Fund will, we are sure, be pleased to learn that it amounted to £600. The members of the Board wish to express their thanks to all who have evinced their interest in the Institution by their contributions. They are especially gratified at the large number of small donations that have been forwarded—some bearing evident indication of having been made by personal sacrifice on the part of the donors. Several of the printed forms of donation distributed by the Board have been returned by post, and others placed in the letter-box at the office of the Institution, enclosing postal orders for half-crowns and shillings. Another gratifying feature in the subscription list is the liberal support accorded to the Institution by foreign members of the trades resident in this country, and by others residing abroad. In thus mentioning these, however, there is no desire to underestimate the generous liberality of manufacturers and

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other donors. The result of the indefatigable labours of one enthusiastic canvasser deserves special mention. Mr. Williams, of Lambeth Pottery, collected £55 for this special fund, and all in small sums. He did this by personal solicitation during his travels up and down the country. Very few of the amounts exceeded five shillings; the majority consisted of donations varying from four shillings to a shilling. Perhaps others may be induced by Mr. Williams' success to undertake a similar labour of benevolence. Everyone present at the dinner seemed to be filled with a desire to advance the interests of the Institution. Mr. J. Silvers Williams-Thomas, who presided, threw out a very capital suggestion to gentlemen who had made money in the trades, and were nearing the end of life. He suggested that when making testamentary disposition of their possessions it would be a good thing if they would endow this excellent institution with a liberal bequest. The Chairman made another very excellent suggestion—not of a posthumous character. He thought that a little friendly rivalry between the two sections of the trades—manufacturers and distributors—might be arranged, to the advantage of the Institution. He feels confident that if one of these sections will throw out a challenge to raise £500 for the Institution in a given time, provided the other section will undertake to raise a like amount, the £1,000 would be raised. He apparently thinks that healthy, honest competition should prove as beneficial in charity as it is in trade. On behalf of the Institution we hope the manufacturers (pottery and glass) will give practical effect to the suggestion.

HARD UPON THE DEALER.

RETAIL tradesmen are getting quite familiar with the system of business known as "going past the dealer." We have given several instances of so-called manufacturers doing this recently. It would appear, however, that that was only the "thin edge of the wedge," and that the ultimate aim is to dispense with the dealer altogether. Two very systematic attempts to do this have just come under our notice. One has ignominiously failed with liabilities of £42,746 and assets £11,557. A report of this case will be found in our "Gazette" information. A man named Tandall traded at Islington as "The City of London Direct Supply Stores" on the mail order instalment system. He seems to have been a sort of "Tallyman" doing business by post. Some men have made money in this way, but this one seems to have failed from want of capital, bad trade and bad debts. The creditors will have to wait for the realisation of the assets, since there are 50,000 book debtors all over the United Kingdom. There must be something worse than irregularity in manufacturers who supply men of this stamp so as to enable them to take the trade from the retailer.

The other case which has come under our notice is as yet only in the incipient stage, yet it has a journal of its own (which is to be monthly) the first number of which we have before us. We do not propose to mention the organisation or its journal by name, since we have reason to believe that is what they would like. They appeal to all who wish to make money in spare time, and they show how this can be done by "The Mail Order System." It is to be done, say they, by making specialities of your own, or by buying things and advertising them extensively. The journal is to tell you where to buy wholesale, how to advertise, in what papers, and what to charge for your goods. The journal will only be sold to annual subscribers so that the important recipes, formulas and trade information can only be obtained by them. The preliminary literature of this enterprising scheme is amusing reading, but one sentence is particularly significant. "There are millions of Britishers to be converted to the "Mail Order System." The promoters are evidently appealing to that great majority of whom Carlyle spoke so contemptuously. They are the people who think they can buy better through the post than from a shop. We wish manufacturers would not supply any goods to be sold in this way. All industries will thrive better through the shopkeeper than through the men who want to go past him.

UP-TO-DATE BUILDING.

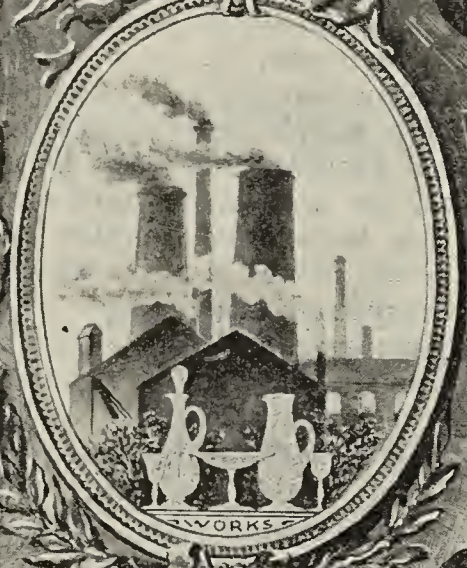
SOME of our speculative builders can run up houses with wonderful rapidity, but the most expeditious of them is put altogether in the shade by an inventor in another country. That genius with the fertile brain proposes to "mould houses out of concrete, in a single casting, complete in every detail, in four days." Like all great inventions, this is a very simple one. "An architect will design the house, and metallic moulds will be made to correspond. The mould for each room will be made in detachable parts that can be screwed together easily to form an entire house. The mould is then set up, and concrete pumped into every nook and cranny. After four days the mould will be unscrewed and removed; the solid concrete houses will remain." This is a much more speedy method than the tedious one of constructing houses brick by brick. The inventor says that dormer windows, chimneys, spouts, inside cupboards, and even gas-piping will all be formed in the cast in which the house will be made. The first cost of each mould, with all its parts, is estimated at $25,000,000. The circulating medium in which this estimate is quoted shows its "place of origin," and is a sort of guarantee that the whole statement may be implicitly relied upon. Perhaps he has not had time—anyway, the inventor has not completed his scheme, as, in these progressive days, we think he should have done. Cannot he manage that the walls shall be papered and one or two coats of paint applied to other parts while the house is being moulded? Some of our potters and glass manufacturers who pride themselves on their "open and shut" moulds may learn something from this invention. If they learn nothing else, they may perhaps be impressed with the importance of speaking the truth.

Canadian Tariff Questions.—Mr. Fielding, Minister of Finance to the Dominion of Canada, speaking at a complimentary banquet, on November 22, said there was a grave danger in Canada against which they must guard. The danger of a line of cleavage, arising from the difference between East and West, the difference between the Western farmer and the manufacturing interests of the East. He had laboured to persuade his manufacturing friends that from their own point of view it would be a mistake to enter upon a policy of high protection in Canada. Continuing, Mr. Fielding said: "First, we propose a tariff of a moderate character, which will give a measure of protection to our commercial life, but yet not be heavy enough to antagonise the great consuming masses of the country. Then we propose to adhere to that principle of British preference which we laid down in 1897. We believe it has been a great factor in the upbuilding of Canada's position in the Empire and the world. We propose also to have a tariff which shall contemplate later the making of such commercial arrangements as shall establish a legitimate discrimination between the trade of a country that wants to trade with us and the trade of a country which for its own reasons says, 'We can sell to them, but, if we can help it, we will not buy from them.'"

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Correspondence.

These columns are open to members of the trade for the discussion of trade topics. There are many questions affecting the trade which will be the better for a free discussion.

"TIED HOUSES" IN THE POTTERY TRADE.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—I have watched this correspondence with great interest. As a seller of the beautiful pottery made by the houses in question, I should like to know what would be likely to be the general effect if these best goods became part of the universal stock of ironmongers, grocers, furniture and general dealers. There is a strong side to the continuance of the existing tied house arrangement. Some of us have definite agreements for a term of years. What is to happen if these contracts are broken? It is admitted that for potting in its best forms there is nothing better produced in any country than these goods. Such beautiful productions cannot be turned out like pudding bowls, and surely one high-class portion of the trade can be preserved to us. Where all this mad rage for low-priced pottery and glass is to land us I fail to see. Is there a living profit still left in the trade for the average dealer?—Yours, &c.,

Nov. 21. A DEALER IN TIED HOUSE POTTERY.

A SALE CATALOGUE.

TO THE EDITORS OF "THE POTTERY GAZETTE."

SIRS,—The trade have to thank you for the part you have taken and the prominence you have given to our trade association. The pity is that it is not more appreciated, as much can be done by amalgamation and help given to the small trader who is trying honestly to get a living. One of the greatest trials of the present day to the small trader is the large store or companies. I have before me as I write a sale catalogue of a large store. It is full of the most misleading statements I have ever seen. I quite agree with periodical sales; it is necessary to keep our stocks clean, sorted, and up to date, but let us do it honestly. This list before me is a catalogue of seconds or job goods bought for the purpose of a sale, which takes place four times a year.

This is a sample:—Dinner services (by a high-grade firm) offered at £2 19s. 6d.; original price 5 guineas. (The price was never such a figure, and I know the £2 19s. 6d. bears a big profit on the cost.) 200 vegetable dishes; many worth 7s. 6d.; to clear, 1s. 4½d. (Cost about 8d.) Teas and saucers, 3s. 9d. per dozen; usual price, 15s. Coffees, 3s. 6d.; usual price, 13s. 6d. Breakfasts, 5s. 9d.; usual price, 21s. 100 Toilet sets, I. body, Y.E., 5s. 11d.; usual price, 8s. 11d. (Cost 3s. 6d.) W. & G. teas, guaranteed best English china, 2¾d.; usual price, 4¾d. (Cost 2s. 3d. or less.) Toilet pails, 2s. 11d.; usual price, 4s. 11d. (Cost 1s. 11d.) Tumblers, 1s. 6d.; usual price, 2s. 9d. (Cost about 1s.) Hol. Flute tumblers, 3s. 11d.; usual price, 5s. 11d. (Cost 2s. 6d. at most.) Decanters, 6¾d.; usual price, 1s. 6d. (Cost 4½d.) There are altogether in the glass and china department about one hundred lines, or rather, I should say, one hundred lies.

Now, my contention is this, that though it may be right to get a big profit it is most unfair to represent the goods as being worth double their actual value. Can a small trader who is honest get a living in the face of such competition? This is a case where the Glass and China Dealers' Association should be of use.—Yours, &c.,

Bournemouth. C. TYE.

BRITISH TRADE WITH GERMANY.

TO THE EDITORS OF THE "POTTERY GAZETTE."

SIRS,—In view of the intense satisfaction which Free Traders derive from a contemplation of the gross figures of our export trade, I venture to think that the following concise statement of the character of our trade with Germany will furnish grounds for sober reflection. It is translated from the German Blue Book on the foreign trade of Germany in 1905 ("Statistik des Deutschen Reiches," vol. 172 xi.), which has just been issued. The German Customs Union IMPORTS from Great Britain especially raw materials and semi-manufactured goods for industrial purposes. The textile, metal, and leather industries especially draw from her a great part of their raw materials and semi-manufactured goods which are partly got in Great Britain herself, like coal, copper, and tin, or those like precious metals, sheep wool, fur skins, and caoutchouc, which come from other countries, especially from British Colonies. In industrial products the most important imports consist of wool and cotton yarn and machinery. Under foodstuffs, fresh and salt herrings in barrels take an important place. The most important imports from Great Britain in 1905 in millions of marks were:—Coal, 108.5; woollen yarn (worsetd, mohair, &c., yarns, 69.0; others, 5.5), 74.5; cotton yarn (raw 1-ply 22.3, 2-ply 31.0), 56.2; gold (bullion 10.5, coins 35.5), 46.0; fur skins and skins for fur manufacture, and bird skins, 44.2; caoutchouc and guttapercha, 37.6; salt herrings in barrels, 23.7; silver bullion, 19.5; combed wool, 18.3; machines and parts, except locomotive, locomobiles, sewing machines, &c., 16.8; raw sheeps' wool, 15.0; sheep and goat skins, semi-tanned, 12.8; raw tin and scrap tin, 12.1; fresh sea fish (herrings 9.5), 11.7; woollen unprinted piece goods, 11.0; cotton fabrics (raw 6.5, dyed, &c., 2.9), 11.0; raw copper, 10.1. The EXPORTS to Great Britain consist especially of sugar, polychromes and copper engravings, toys, aniline and other tar colours, and the products of the textile, iron, leather, and wood industries, while raw materials and semi-manufactured goods are only exported in limited quantities, except corner and angle iron, blooms and ingots, and raw zinc. The products exported from the German Customs Union to Great Britain are largely re-exported from there to other countries. The most important exports from German in millions of marks are:—Sugar (raw 54.2, granulated 42.9, crystal 34.2), 140.1; woollen piece goods unprinted, 40.3; silk union piece goods, covers, shawls, 32.7; polychromes and copper engravings, &c., 25.4; blooms, ingots, rails (crude), 24.3; women's dress goods, cotton, linen, and wool, 24.3; fur skins and skins for fur manufacture and bird skins, 23.2; cotton embroidery, 22.7; cotton lace, 22.1; toys, 20.2; glove leather, cordwain, &c., varnished and dyed leather, 18.5; cotton fabrics (dyed, printed 16.1), 18.4; aniline and other dye stuffs, 18.1; machines and parts, except locomotives, locomobiles, sewing machines, &c., 16.8; fine hardware (malleable 6.5), 15.8; cotton hosiery, 15.7; coarse hardware, 13.5; pianos, 13.3; corner and angle iron, 13.1; fine woodware, wood bronzes, 12.6; china and chinaware (coloured, gilded, &c., table services 7.3), 12.0; cotton gloves, 11.3; raw zinc, 10.1. The German figures are incontestable. Will any one contest the general conclusion of the German official statisticians that in relation to Germany this country is now a purveyor of raw materials and a consumer of manufactured goods; in other words, that it is in the position of the industrially less-developed country of the two? And if not, to what cause shall we assign this complete inversion of the relative positions once held by the two countries? To the delay of industrial capacity in our people? Or to the inevitable

C. T. MALING & SONS,

TRADE MARK C T M ESTAB^D 1762.

Ford Potteries, NEWCASTLE-ON-TYNE.

EARTHENWARE MANUFACTURERS

FOR HOME AND EXPORT TRADE.

DINNER, TEA, DESSERT & TOILET SERVICES &C., IN EVERY VARIETY OF DECORATION.

ORIGINAL CHROMO-LITHO DESIGNS A SPECIALITY.



HOSPITAL AND INVALID REQUISITES.
DRUGGIST SUNDRIES.
SANITARY WARE.
PHOTOGRAPHIC TRAYS AND TROUGHS.
DAIRY REQUISITES.
POROUS CELLS.
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MEASURE MUGS AND JUGS.
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EXTRACT OF MEAT JARS.
WHITE JARS OF EVERY DESCRIPTION.



Careful Attention Given to Customers' Own Specialities.

WATER GROUND FLINT OF THE FINEST QUALITY.

SPECIAL PRICE LISTS ON APPLICATION WITH TRADE CARD.

LONDON - - Sample Rooms, 20, Bartlett's Buildings, HOLBORN CIRCUS. **Agent: G. G. MACWILLIAM.**
SCOTLAND. - „ 51, Buchanan Street, GLASGOW. „ **J. DUNLOP.**

EXCEPTIONALLY FAVOURABLE SHIPPING FACILITIES TO ALL PARTS.

United States Glass Co.,

55, Farringdon Street, Holborn Viaduct, London, E.C.

Our Factories are now working 40,000 Moulds, in which are included all useful and Fancy Lines required by the Trade.



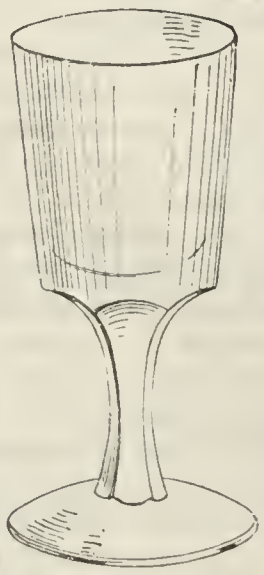
Crystal Rock Oval Dish, 8", 9", 10".

Manufacturers of

PRESSED & BLOWN GLASSWARE,

IN CRYSTAL AND VARIOUS ARTISTIC DECORATIONS.

SPECIAL ATTENTION GIVEN TO LICENSED VICTUALLERS GOODS.

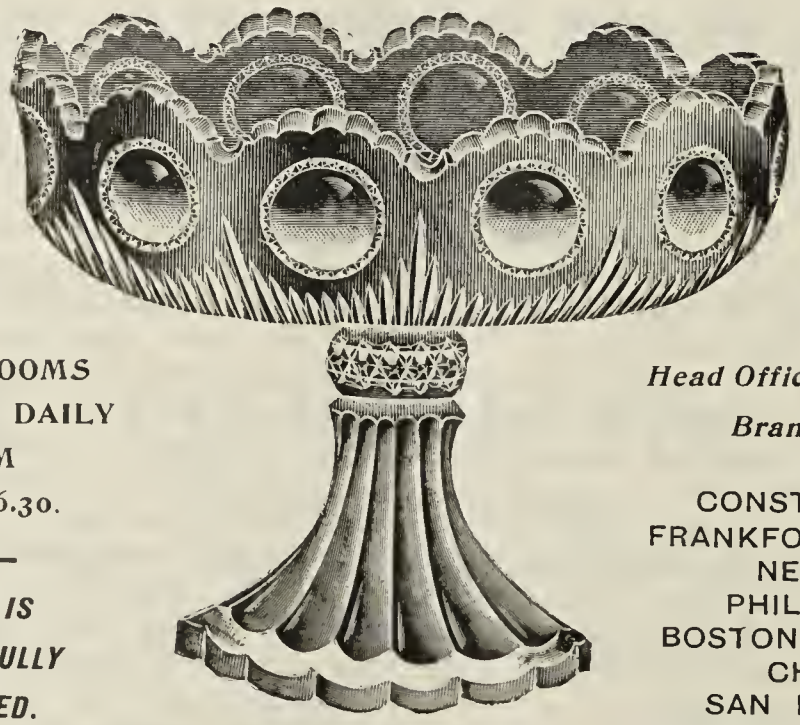


384.—Grog.

UNEQUALLED FACILITIES FOR EXPORT TRADE

SHOW ROOMS ARE OPEN DAILY FROM 9.30 to 6.30.

A CALL IS RESPECTFULLY SOLICITED.



15078.—Trifle Dish.

Head Office: PITTSBURG.

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PARIS,
CONSTANTINOPLE,
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NEW YORK,
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BOSTON, BALTIMORE,
CHICAGO,
SAN FRANCISCO,
SYDNEY, N.S.W.



16062.—Vase. 8", 12" 16".

effects of the German economic system, which encourages the import of raw materials and the export of manufactured goods, upon a country which has no collective power of determining the character of its foreign trade in accordance with the interests of the national industry as a whole ?—Yours, &c.

Oct. 2. TARIFF REFORMER.

ANSWERS TO CORRESPONDENTS.

James T——.—Your view of the case is not correct. Your correspondent is quite right.

L. M. R.—If by neglect your neighbour continues to cause damage to your goods you should consult a solicitor.

Creditor.—Write to the Registrar of the Court, and he will tell you. You have clearly been wronged, and so, unfortunately, have many of us.

A Retail Dealer.—Large orders secure better terms than small ones. This is why the wholesale house can sell to you at the prices quoted you by manufacturers.

B. E.—The person to whom you applied for a situation acted wrongly in writing to a former employer, to whom you had not referred him. As you are confident any report of you would be favourable, we think you are justified in asking for that written character, in order to render it unnecessary to trouble your former principal again. Since he did not engage you we think the gentleman should send you the character he received, though he may say it was a confidential letter.

B., Leicester.—It is more than likely that the mark on your ivory porcelain tea tray, Dec. 1614, means Dec. for Decoration, and 1614 for the manufacturers' pattern book reference number. Our best advice to obtain its value is to call upon some silversmith in your town and ask his opinion as to age and possible value of the silver-plated frame ; then obtain the opinion of a few china and earthenware travellers, who no doubt you will have waiting upon you, as to the value of the porcelain tray. These china trays are generally made for the Birmingham and Sheffield silver mounters, and not sold to the ordinary china dealer unmounted. It is quite possible that the first silversmith you wait upon will be able to give you both age and value of the tray complete, as such articles are included in their business lines.

A. A.—In reply to your query as to the repairing of glass by blowing the pieces together, we are told by one of the principal china and glass repairers in the country that it would not repay you to take this up. The demand for repairs of such a kind being so few and far between it would really be a waste of time. If, however, you should wish to try, procure a blowpipe, such as used by a gasfitter in soldering gas pipe joints together, and if you can obtain a few lessons from a plumber "how to blow," do so. When proficient, obtain some broken glass tubing, place the ends in the flame of a gas jet, using the blow pipe to increase the heat. When the ends of the glass are soft, place together and use the blowpipe flame to the joining. They will then adhere. Try same with a broken wine glass leg, &c. ; large pieces are too difficult to melt.

CORRESPONDENTS' INQUIRIES.

C. T. asks for name of makers of a tea service marked with the letters "F. G. B." in a Staffordshire loop, and the word "bouquet" below.

C. S. asks for the name of the maker of a 24s. printed mug with the following design :—On one side is a crossing-sweeper perched on a pillar box and talking to a newsboy. Underneath is written "How's Business ?" On the other side are the sweeper and a bootblack leaning against the pillar box and the wording is. "Very slack."

CANALS IN THE UNITED KINGDOM.

(FROM OUR OWN CORRESPONDENT.)

THE Yorkshire Section of the Society of Chemical Industry held the first meeting of the Session on October 29, when Mr. F. W. Branson, the chairman, delivered his opening address. There was a good attendance. Mr. Branson chose for his subject the improvement of the canals and inland navigations of the United Kingdom and its effect on the traffic in chemicals, minerals, &e. He pointed out that since 1888 the question had received a great deal of attention from various Congresses and Chambers of Commerce, and during recent years much progress had been made and important improvements carried out. At the present time a Royal Commission was considering the subject, and its report was expected in a very short time. The Society of Chemical Industry had also taken the matter up, and all sections of the society had been recommended to do all in their power in connection with the subject. Fortunately, he said, the problem was not a political one, but it was difficult and complicated, owing to the variety and extent of vested interests. The proper development of the canal systems of the country would not adversely affect the interests of the railway companies, but would, on the whole, benefit them. Mr. Branson referred to Mr. Rowland H. Barren's Canal Bill, and went on to say that another carefully considered scheme had been put forward by Mr. J. A. Saner. Mr. Saner's proposal was that a system of intercommunicating canals should be constructed for vessels of 300 tons to connect in one system the ports of London, Liverpool, Hull, and Bristol, with Birmingham, in the Midlands ; and that two transverse systems in connection with the foregoing should be constructed to connect Liverpool and Hull, and London and Bristol respectively. The cost of such a gigantic undertaking (including the purchase of most of the existing canals, with the exception of the Manchester Ship Canal) would be something like 21 millions. Assessing the present annual revenue of canals at £1,500,000 the traffic would, in Mr. Saner's opinion, require to be practically doubled in order to make the scheme a financial success. Mr. Branson held that there was great scope, especially in Lancashire and Yorkshire, for the water carriage of certain classes of traffic, such as heavy and risky chemicals, coals, minerals and breakable goods. Mr. Wardle, vice-president of the Leeds Chamber of Commerce ; Mr. Rhodes Calvert, secretary of the Chamber of Commerce ; Mr. P. W. Bruce, Mr. Bowman (of Goodhall, Backhouse & Co.), Mr. Thomas Fairley, secretary of the Yorkshire section, and Mr. Wm. McD. Mackay took part in the discussion which followed.

English Pottery in the United States.—An American pottery trade paper says : "The bent of American preference for English china and the higher class of earthenware from that country has been emphasised more strongly than ever this season."

Failure of Belgian Glassworks.—The Charleroi correspondent of the "Daily Telegraph" says :—The famous De La Roue Glassworks of Lodelinsart suspended payment yesterday, carrying with it the Bank of Namur. The wages of 1,600 workmen remain unpaid, and several well-known glass exporters will, it is expected, be ruined. The liabilities are said to exeeed several million francs. A noisy crowd of unpaid workmen and their families surround the works, to protect which gendarmes have been called out. Considerable anxiety has been caused in financial circles by this failure.

"BURLEIGH-WARE."

High-Grade Semi-Porcelain.

TOILETS.
DINNER SETS.
FANCY GOODS.

ORIGINAL REGISTERED SHAPES.
ARTISTIC DECORATIONS.
MODERATE PRICES.

NEW SEASON'S SAMPLES IN GREAT VARIETY.

BURGESS & LEIGH,
MIDDLEPORT POTTERY,
BURSLEM.

REPRESENTATIVES:—

COUNTRY :—
MR. A. H. HOLDCROFT.
MR. WILLIAM H. LEIGH.
MR. R. J. HEATH.

LONDON :—44, Farringdon Street, London, E.C.,
MR. J. POINTING
NEW ZEALAND :—MESSRS. THOS. WEBB & CO.,
28, Fort Street, Auckland.
AUSTRALIA :—THOS. W. HEATH & CO.,
51, Paling's Buildings, Sydney.

BUYERS' NOTES



J. H. Weatherby & Sons, earthenware manufacturers, of the Falcon Pottery, High-street, Hanley, have recently been making extensive alterations and additions to their works, which are now almost completed. The old offices of the firm have been cleared away in order to make room for a commodious and substantial three-storey building, which, on the two upper floors, gives extensive new warehouse and showroom accommodation, while on the ground floor a handsome suite of offices is being installed. The show or sample-room on the second floor is a feature which will be greatly appreciated by the firm's customers, who will be able to select their goods more conveniently than they did formerly, when it was necessary for them to walk through a large area of the works in order to make their choice. The extensions which have taken place are primarily due to the appreciation the trade and public have evinced for Messrs. Weatherby's productions, which certainly hold a high place for quality, value, and durability. Their trade mark is the English flag with the word "Durability" stamped across it, and it is the constant endeavour of the firm to "live up" to their trade mark. For fifteen years the business has been constantly growing, and recently they have had to increase their plant again in order to cope with the demands made upon them. All classes of dinner, tea, toilet, and fancy wares are produeed for the home, foreign, and Colonial markets alike, and in all grades, both plain and decorated. One of their latest produetions is an attractive suite of jugs, teapots, salads, &c., called the "Royal Pansy" pottery, which is very prettily decorated with pansies. The new warehouse accommodation now provided will enable the firm to execute orders more quickly than has been the case in the past, and will facilitate and expedite business in many ways.

Ratauds, Ltd., of the Helvetia Works, Parker-street, Hanley, are known far and wide, both in this country and abroad as manufacturers of ceramic transfers. The company claim to have been the pioneers of the ceramic transfer industry in England. Well over a quarter of a century ago M. Pierre Rataud, the head of the company, first turned his attention to ceramic transfers whilst painting flowers in Limoges. He worked for numerous firms, amongst others Messrs. Field Haviland, Chas. Haviland, and Gerard. Twenty-four years ago he came to England, and for a number of years was a member of the artistic staff of S. Bridgwood & Son, Longton, and Mintons, Ltd., of Stoke. During this time he endeavoured, with somewhat indifferent success, to introduce transfers. For a long time it was difficult to persuade the master potters to take them up. A number of firms used them in a tentative sort of way before M. Rataud commenced manufacturing them on his own account, but he asserts that there was no ceramic transfer industry at all in this country until he set up his small works in Victoria-square, Hanley, fourteen years ago. At first the task of popularising the transfers was very uphill work, but he plaeed on the market a range of patterns applicable to table, toilet, and fancy ware, which gradually "eaught on," and eventually created a great demand. In course of time M. Rataud joined Messrs. Harrison in partnership in the Potters' Decorative Supply Co., Hanley, and was assisted for a time by his brother, M. Paul Rataud, who, however, afterwards set up in business for himself at the company's present works in Parker-street. Disaster befel the Potters' Decorative Supply Co.'s works about a year and nine months ago, when the premises were completely destroyed by fire, and after this calamity the brothers Rataud joined forces at Parker-street, and purchased the goodwill of the Potters' Decorative Supply Co. Since then the Helvetia Works has been considerably extended, and is to-day even larger than were the works of the P.D.S.Co. A staff of eighty is kept constantly employed, the business increases from day to day, and a large trade is transacted with all parts of the world, many orders, curiously enough, being received from Limoges, where the brothers Rataud first became associated with the trade. The fact that the company to-day supplies the largest firms in the Potteries, and also most of the leading firms at Limoges and in the United States is sufficient testimony to the esteem in which their goods are held. On the occasion of our visit to the works, M. Pierre Rataud showed us numerous letters from large local firms expressing satisfaction with the goods supplied. The following are typical examples :—"We have received a report respecting the transfers sent out recently. They are, by far, in advance of anything we have seen before, and in fairness to you, I have pleasure in now saying how pleased I am with the work you have done. The patterns were exquisitely drawn and splendidly printed." Again, "We wish to compliment you on the quality and finish of the sheets and the general excellence of your work. We consider this litho the finest we have yet had, and our clients are very pleased with the goods that have been delivered of this pattern." Numbers of the company's customers, of course, have patterns specially reserved for themselves, but others buy from the open stock, whieh is extremely large. The transfers shown us, manufactured both for overglaze and underglaze work, were remarkable for their daintiness and exquisite colouring, combining, as they did, the artistic qualities of both French and English taste. A charming range of patterns for dinner ware is held. In a number of cases the effect had been to impart to trial pieces of earthenware an appearance so much like china that many not conversant with the trade might easily be mistaken as to the nature of the body without closer examination. The underglaze patterns are calculated to excite more admiration even than the overglaze. The colours come up with a fine brilliancy which impart a beautiful finish to the charming floral designs, roses, peach blossoms, &c., we were shown. The underglaze transfers are especially suitable for hotel and other ware in constant use, whieh is liable to be repeatedly plunged into water containing soda and other ehemieal ingredients, the influence of which would be liable to cause overglaze colours to wear away and gradually disappear. The use of underglaze transfers naturally obviates this liability. The company does not confine its attentions to floral deeorations, the transfers cover every kind of ornamentation, and are held in greatest variety. Ratauds, Ltd., have depôts at Limoges, and at Trenton and East Liverpool, U.S.A., at each of which places large stocks are held.

S. Hancock & Sons, Stoke-on-Trent, have their London showrooms at 9, Charterhouse-street, E.C. They are represented by Mr. J. J. Adams, who is particularly proud of the new goods he is now offering to his customers. It sometimes happens that a salesman is obliged to submit goods with which he is not altogether well pleased himself. But those who have to satisfy all tastes know that what does not appeal to them may be approved by others, and so a good representative makes the best of whatever his principals produce. But when the salesman is enthusiastic in his approval of his samples he is likely to do good business with them. Mr. Adams has samples that are worth enthusing over, and Messrs. Hancock's semi-porcelain and ivory ware are well known, and their shapes are popular. Their chief lines are toilet and dinner ware, miscellaneous table ware, vases, and flower-pots. Amongst several novelties "The Flaxman" dinner service is exceptionally pleasing, both in form and ornamentation. The name "Flaxman" indicates the character of the decoration, which is on the lines of the famous artist's work. The vegetable and other curved dishes are classical in form—a graceful boat-like shape—while the decorations consist of neat medallions with wreaths between them. The design is neat and tasteful, and is shown in three colours—canton, pale blue, and black. The last is not a common colour for dinner ware, but it suits the design and the shape. "The Flaxman" is also shown in enamelled colours. A very pretty neat decoration for dinner ware is a Bourbon sprig and gilt. Apart from a variety of new shapes the firm have a large number of new decorations, which can be applied to other forms, in addition to those in which they are shown. One of these choice dinner ware ornamentations takes the form of a white relief on blue band. Inside the band thus decorated a floral festoon design encircles the piece. A new stock line in dinner ware is a wave flute, all in white; the cover dishes are oval, and the set is a very useful line. The firm show a good assortment of toilet ware, pleasing in shape and decorated in all styles. Toilet ware is one of their strong lines, and the samples on show are so varied as to cover every demand. I do not know whether I ought to mention the fact just yet, but while I was at the rooms a number of new ewers and basins arrived—a sort of advance guard of the new toilet patterns for the coming spring. These are not on show yet, but Mr. Adams may be trusted to have them out as soon as he thinks buyers are ready to order. His firm are determined he shall be in time with his samples for next year. Some very pretty decorations are shown applied en suite to all pieces of pottery table ware, such as cheese stands, biscuit boxes, trifle trays, fruit dishes, &c. Messrs. Hancock are makers of vitreous hotel ware, and all kinds of C.C. ware.



HENRY ALCOCK & CO., LTD. *Photo by the "Pottery Gazette."*

Henry Alcock & Co., Ltd., Cobridge, have their London showrooms at 26, Ely-place, Holborn-circus, E.C. Mr. James D. Stove, their representative, has effected some very useful alterations in the arrangement of the firm's samples. These samples are very numerous, and fill two spacious rooms. They include toilet services, dinner sets, tea ware, and fancy table ware. The firm have acquired a good reputation for a special line — their white spiral fluted ware. They make practically everything in this ware, and a full line of samples of it is shown at their London rooms. They have recently greatly extended their production in toilet services, and are showing a number of new shapes and decorations. These have tall and well-modelled ewers, and deep round basins in various styles of rim, and every kind of decoration. Their shaded effects and enamelled and gilt patterns are in pleasing variety. The same variety is seen in their dinner ware. They have considerably increased the number of their dinner patterns. What they call their "New Shape," brought out some months ago, has proved so successful that they are presenting it in new decorations. It is a reproduction of a very old shape—so old, in fact, that it is perfectly new to the present generation. The dishes are hexagonal in shape. The company have brought out a number of very pretty decorations applied en suite to all table ware. Amongst them are buttercups, roses, violets, &c.; neat little flowers, naturally coloured, and applied to cheese stands and covers, jugs, trays, sardine boxes, trifle trays, teapots, biscuit boxes, &c. Other decorations (cobalt blue, &c.) are similarly applied. The accompanying illustration includes pieces from three of these sets. The selection of teapots and jugs on show is a very large one; the new shapes in teapots include some quite new features. Messrs. Alcock are also makers of domestic C.C. ware.

Hart & Moist, Royal Devon Art Pottery, Exeter, are makers of useful and ornamental art ware principally of that particular character known as Devonshire ware. They are showing samples of their productions at 2, Dyers'-buildings, Holborn-circus, E.C., the rooms of their London representative, Mr. James Marshall. These samples include "Devonshire ware" in artistic and fanciful shapes,

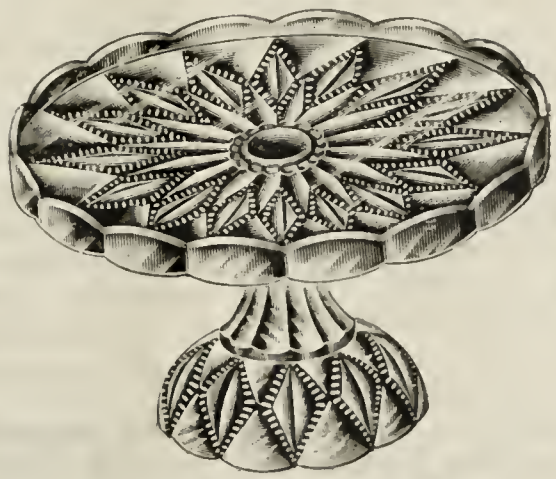
and in great variety of colourings. There are many new shapes, both useful and ornamental. The former include some handy chamber candlesticks, and a number of small vases or spills. The new decorations include some pretty mottled effects, and also some new shadings. Motto ware is a very conspicuous section of their productions, and several new and quaint inscriptions have been added to the already large selection. Grotesques are included in a number of fancy articles. Pedestals and pots in miniature, cups, jugs, bowls, teapots, tobacco jars, dishes, &c., are all supplied in Devonshire ware. The specialities in grotesque ware and mottled ware are useful lines for fancy counters and bazaars.

The Soho Pottery, Ltd., Tunstall (late E. Farmiloe), are showing samples of their goods at the rooms of their London representatives, Richard Green & Sons, 13, Bartlett's-buildings, Holborn-circus, E.C., which are always open. Some new patterns have recently been added, making the display a very complete one. The company are manufacturers of toilet ware, dinner and tea ware, in fine semi-porcelain. The novelties include several new toilet shapes. One of the best is the "Duchess," the ewer and basin of which we illustrate. The form, a tall well-modelled ewer and deep round basin, is quite in keeping with the prevailing taste. There is a pretty floral embossment on the outside of the ewer and also on the outside of the basin. This is either shaded or coloured. The "National" is not a new toilet service, but it is a very good and popular shape, and is decorated in several neat printed and enamelled patterns. The company are showing several new dinner sets. The "Venice" is a good shape, decorated in the "Adam" style, with festoons and medallions. The covered dishes are oval — boat-shaped. The "Yalu" is another attractive new shape, and is decorated with a neat pattern in three colours—green, peacock, and canton. A cover dish and plate of each of these two sets is included in the illustration. The company supply suites in very attractive decorations. They have ten different decorations shown on table ware ensuite, and among them there are some very pretty ones.



THE SOHO POTTERY, LTD. [*Photo. by the "Pottery Gazette."*

Richard Green & Sons, 12, Bartlett's buildings, Holborn Circus, E.C., manufacturers' agents and importers and factors make a special feature of Continental table-glass, which they keep in stock in London ready for quick delivery. They say that their arrangements with their manufacturers are such that if they should happen to exhaust their London stock of a particular line they can get it replenished without much loss of time. This reminds one of the difficulties met with by those who handle Continental glass. The selection of table glass is very comprehensive, including tumblers of all kinds—plain, cut, and etched—in various sizes; wine and ale glasses, soda tumblers, jugs, and pressed glass dishes, comports, bowls sweets, &c. Messrs. Green & Sons have stock cases containing certain fixed quantities (of tumblers, for example), assorted patterns, at fixed prices enabling buyers of small quantities to have a good variety at moderate rates. For instance, they keep useful stock cases of assorted tumblers, half-pint size, containing 13 dozen plain, 6 dozen etched, and 6 dozen key patterns. The firm also stock similar assortments of 25 dozens in quarter-pint size. Other stock cases contain crystal finger-bowls, ruby hocks, ruby half-pint or pint tumblers. Some very prettily cut patterns in crystal "ups" are also supplied in cases of three patterns assorted. Samples of all these can be seen at the showrooms. In pressed glassware Messrs. Green have a useful variety of comports and glass stands suitable for use with glass shades. These are in several sizes and patterns. A pretty one with stars is illustrated. Oval dishes and salad bowls in attractive patterns are made up in assorted cases. Messrs. Green's selection of flower vases is a very large one. Several



PRESSED COMPORT.



PRESSED BOWL.

quite new shapes are on show. These are in crystal and green glass. Customers can have cases containing three shapes, three sizes of each shape, and half in crystal and half in green glass. This is a most serviceable assortment



PLAIN.



CIRCLES.



KEY.

for a buyer who only requires a small lot. Other stock cases of rose bowls and vases, crystal, plain, and cut, and with green ones included. The contents of these stock cases (with illustrations) will be sent by Messrs. Green to anyone in the trade who will write them.

Reviews.

Decorative Plant and Flower Studies: For the Use of Artists, Designers, Students, and others. By J. Foord. (London: B. T. Batsford, 94, High Holborn, W.C. Imperial 4to, cloth gilt, 30s. net.)

We have pleasant recollections of Miss Foord's "Decorative Flower Studies," published four or five years ago. That work was so usefully suggestive that we are glad to see this second series. Like the first work, the present volume is produced in the superb style we look for (and always find) in Mr. Batsford's publications. It is handsomely bound in cloth, and the cover ornamented from a special characteristic design by the author. There are forty coloured plates, printed in fac-simile of the original drawings in water-colours. They are so beautifully executed that they bear a close resemblance to original work. Each plate is accompanied by a description and sketch of each plant, with numerous studies of growth and detail. Miss Foord's beautiful volume is interesting as a work of art, but we are just now compelled to confine our remarks to the prosaic, the practical, side of it. Floral schemes have always been popular with designers of decorations for pottery. The best inspirations for decorative effect of any kind must always be derived from Nature. But, whilst admitting that Nature is the inspiration of all art, the exigencies of life do not permit some of us to devote that close attention to Nature which she demands before she will impart the desired inspiration. Miss Foord rendered a great service to artists and designers when she placed the results of her communings with Nature at their disposal in her first series of "Flower Studies" for decorative purposes. That service she has considerably augmented by this second series of a wider scope of studies on similar lines. There is no reason why a designer who aims at originality should not take advantage of the trained experience of such an expert in the study of Nature as Miss Foord admittedly is. "The flowers and the fruits and the forests all teach us lessons in beauty and grandeur, but few of us have time to attend their school long enough to learn those lessons." Miss Foord has therefore furnished these decorative flower studies for the guidance of those whose business or pleasure it is to design floral decorations.

But the hypercritical may say that one who claims to be original should accept no other guidance than that afforded by nature. We can only say that within the last two years we have seen some scores of so-called "original" designs of which "Nature" (if we may say so without irreverence) would be ashamed. Has anything more unnatural ever been produced than some of the hideous conceptions that have been presented under the name of "New Art"? We do not say it of all, but the most conspicuous feature about the majority of these "novelties" is the complete absence of any approach to artistic feeling. How few designers seek their inspiration from Nature is seen in the circumstance that no sooner does someone bring out a "New Art" decoration (?) than a score of "designers" copy it as nearly as they can. It is well that artists and designers should make themselves familiar with what other artists and designers are doing. It is always a good experience, though sometimes a humiliating one, to compare our own work with that of others. Those who want to find out their shortcomings may often do so in this way with less unpleasantness than by having them pointed out to them. But we cannot too strongly condemn the practice of those who are perpetually looking out for other people's designs—and copying them. To those who do not want to lose their individuality we say, "Go to Nature for your themes." If you cannot do that, you may learn Nature's lessons from these instructive flower studies by Miss Foord. They will not prevent you from being original in after-treatment, but will save you much labour in the execution of sketch details. In the floral decoration of pottery it is important that the leaves, stems, joints, and other details should be as faithfully reproduced as the flowers. There is such an abundance of detail associated with the reproduction of a flower that prolonged study is absolutely necessary to master them. It has been Miss Foord's study and pleasure to observe and record all these details. In the present volume she gives the clearly expressed result of her observations and studies of forty plants and flowers, with illustrations.

As an example, we take the narcissus, a flower frequently used in the decoration of pottery. Miss Foord clearly points out the decorative qualities of the plant, and the growth of leaf, blossom, and bud in all stages are described and illustrated. Rich in beauty of decorative form, and valuable for the practical purposes of the designer, the greatest glory of the narcissus is in its colours. The deep sombre green of the leaves, the pale creamy white of the semi-transparent blossom, and the rich deep orange of the central crown, form one of the simplest and at the same time one of the most beautiful harmonies in the whole range of floral colouring. In addition to a plate showing a group of the flowers, there are four sketches of the opening florets in various stages, also a front view, a reverse view, and a section of the flower; there are four sketches showing successive stages of the flower head, and sketches of the bulb and the leaf termination. These details are given of thirty-nine other plants and flowers which are specially suitable for decorative purposes.

It is very necessary to introduce the stems and a few leaves to make a flower design effective for pottery decoration; yet, as a rule, the flowers only are made use of. In each instance Miss Foord gives sketches of the stems, joints, leaves, petals, &c. In the case of the japonica, the sketches of the jointed stems will be most useful to the designer who wishes to be true to nature. There is an interesting introductory note by Mr. Lewis F. Day, a modest explanatory preface by the author, and the text is beautifully printed by Barnicroft & Pearce, Athenæum Press, Taunton. Great credit is due to all concerned in the production of this instructive handbook to artistic floral decoration.

The Imports of Grenada during the last fiscal year included £2,445 worth of earthenware and glass ware. The value of goods of these classes imported during the previous year was £3,350.

THE POTTERY AND GLASS TRADES BENEVOLENT INSTITUTION.

(BY OUR OWN REPRESENTATIVES.)

A FESTIVAL Dinner to commemorate the 25th anniversary of the foundation of the above institution was held at the Imperial Restaurant, Regent-street, W., on November 20. The gathering was influential and representative, among those present being :—A. Overton Jones, Esq. (vice-chairman), Jules Wuidart, Esq. (trustee), Messrs. C. J. Dale, C. J. Dams, Orrok M. Doulton, G. D. Francis, Charles Green, Henry Green, J. Kendall, J. T. Pitcairn, J. B. Rowley, S. Stanley, W. Thomson, and A. W. Tinsley (members of the board of management) ; Algernon J. Prickett (secretary) ; Messrs. J. T. Bourne, C. H. Bowers, J. E. Chambers, C. J. Cooper, Kenneth Doulton, E. R. Edis, W. Fanner, J. E. Heath, Hill, A. H. Hocart, J. H. Hocart, L. E. J. Hooper, James Maddock, A. P. Millington, R. Neuschild, A. E. Norche, F. Penman, R. Peters, H. P. Powell, Herbert G. Price, G. Marlow Reid, W. T. Tonkin, F. Tugwell, J. W. Walton, H. Williams-Thomas, H. Williams, W. W. Wood, E. Workman, &c. The chair was occupied by Mr. J. Silvers Williams-Thomas, J.P., in the unavoidable absence of Mr. R. P. Copeland. After a well-served repast had been thoroughly enjoyed, the secretary, Mr. Algernon J. Prickett, read apologies for non-attendance for various reasons from R. P. Copeland, Esq. (president), Ronald D. Doulton, Esq. (chairman of the Board of Management), Cyrus Daniell, Esq. (treasurer), Messrs. Minton Goode and Charles Webb (trustees), Charles S. Jones, Esq. (chairman of the Staffordshire Committee), Messrs. Allan Doulton, J. H. Hart, L. J. Murray, Frank E. Spiers, E. St. Clair, &c.

The loyal toasts were then duly honoured, after which the chairman submitted the toast of "The Institution." In commencing his remarks, he expressed his great regret at the absence of their President. The Institution was fortunate in having at its head such a prominent member of one branch of their industries. Continuing, Mr. Williams-Thomas said that he appreciated the honour of being asked to preside on that occasion, and that he was exceedingly pleased to meet so many friends united to help along so good a cause as that of their Benevolent Institution. He was sorry to miss some well-known faces, especially those of Mr. Ronald Doulton and Mr. Cyrus Daniell, their treasurer, who looked after the financial part of the business so well. There were many absentees through influenza and other causes. Still, they were a very happy gathering. It was a great advantage for the members to be able to meet in this convival way, showing their interest in the Institution and establishing a feeling of brotherhood among them. He was very glad that the Institution was going along so well. It seemed nothing like a quarter of a century since an appeal was made by the Fragile Club to the members of the pottery and allied trades. He remembered well with what a degree of success. So much money came in that the Institution was able to start right away with excellent prospects. When such a thing was proposed, very often people hesitated ; some did not realise the necessity for it, and others waited to see what their friends were going to do. This had not been the case with their Institution. It had started well and gone on successfully. For proof of this it was only necessary to refer to the annual reports. A large number of families had benefited, and benefited very considerably. At present there were 25 annuitants on the books, including 18 widows of deceased members. It was a gratifying feature of their work that when some of the widows found themselves able to do without the aid of the institution, through their families growing up or other causes, they had come forward and stated that such was the case ; and not only had they done this, but they had expressed their most hearty thanks and gratitude for the help that had been afforded to them in their time of need. This was a great proof of the utility of the Institution. Those who joined it were wise men, particularly those who joined when young. He wished to emphasise the importance of this. The fees were small and the benefits considerable, so that it could be looked upon as a splendid investment. Yet the young men, especially in the provinces, had not joined in such numbers as they might. It was an inducement to thrift which was offered, and he would beg the young men to come forward and join, and their employers to encourage them to do so. He would like to see their capital increase until they could meet every possible case of distress, including those caused by illness and temporary loss of employment. During the last year over £400 had been paid in relief, and since the formation of the institution in 1881 between £5,000 and £6,000 had been paid away to deserving cases. These were large sums, and showed the utility of the Institution. But it might do yet more if it received even better support, as he hoped it would. It might try to provide occupation for those who through the loss of husband or father were left without the means of subsistence. It was a great thing for a young widow to be enabled to bring up her children in comfort, and have them properly educated. He recalled the bequest of £100 from the late Sir H. Doulton, one of their heartiest supporters, a good man and worthy of their high esteem. He saw in the papers day by day reports of the huge sums left to charity, and he thought their Institution should not always be passed over. They should make it better known, and give some of these people an opportunity to perpetuate their names among the members of the pottery and glass trades. With a few thousand pounds a great amount of good might be done. In this country it was not the practice to jump on a man when he was down, but to stretch out a helping hand to him. He was very glad to see such a gathering that night all imbued with the same idea, and if any of them were blessed with too much of this world's goods the institution would be deeply grateful for their consideration. He must express, on the members' behalf, their most cordial thanks to the Board of Management for the excellent way in which their affairs were conducted. It was satisfactory to know that every penny subscribed was applied to proper uses. They had never needed to borrow money, but he had no doubt that if it became necessary ample security would be found. He considered that the success of the Institution was very largely due to their plan of balloting for cases, which was undoubtedly the fairest and best. Still, if they had plenty of money, there would be no need to ballot, as they could relieve all the needy cases. It might not be a bad plan to start a little emulation between the two branches of the trade—merchants and manufacturers. Let one section undertake to raise £1,000 if the other section would raise a similar sum. In conclusion, he offered them the toast of "The Institution," might it last long and prosper, and never be short of funds, and might everyone benefited show as much gratitude as had been shown in the cases mentioned.

The toast was drunk enthusiastically, and Mr. Algernon J. Prickett responded in a short but eloquent speech. He said that he felt it was due to the modesty of others that he was privileged to respond. He did so with considerable pleasure, for he felt an enthusiasm for the subject. He wished to associate himself with the chairman's expressions of regret at the absence of members whose interest was well-known and highly appreciated. He would also like to say how glad he was to see the chairman occupying

the position he did that night. They recalled with pleasure how he had presided at their annual meeting two years before, and hoped he would often come among them in the future. In one way it was fitting that the secretary should respond to the toast, for he was acquainted with every detail of the work of the Institution, and it was his duty to listen to the often very pathetic circumstances of the applicants for relief. He was fortunate, too, in being the medium whereby the benevolent purposes of the institution were carried out. He would not weary them by quoting figures. It was sufficient to say that the work went on week by week, day by day, and its value was witnessed by the particulars quoted by the chairman. Life was, as all knew, uncertain, and fortune proverbially fickle. Many families now living in comparative comfort might find themselves in distressed circumstances by the loss of their regular income. A widow might be left with young children to bring up. A worker might find the humble savings of a lifetime insufficient to supply the necessities of age. In these and similar cases help was very welcome, and he could congratulate the members on the splendid evidences they had that such help had been given and appreciated. Yet, though their numbers were fairly strong, he could not forget that there were hundreds, thousands perhaps, who were eligible to join and had not done so. He urged them to pause and try to realise that the Institution was ready to assist them to provide for their future, to aid them in self-help. He believed that along such lines lay the solution of the problem of providing old-age pensions. He must also pay a tribute to the Board of Management ; after twelve years' experience as secretary he could not refrain from expressing his admiration for their ability and energy. In conclusion, Mr. Prickett read out the list of donations, calling attention to several very pleasing features. The total amount of donations to the Festival fund was £566 12s. Mr. H. P. Powell (of Bishop & Stonier) said this was a good sum, but £600 was better, and, if five others would join him, he would contribute a sixth of the balance. The following gentlemen immediately promised to join Mr. Powell in contributing the required amounts to make up the £600 : The Chairman, Messrs. W. Fanner, J. Kendall, Herbert Price, J. B. Rowley, and J. W. Walton.

The chairman proposed the health of the stewards, referring to the excellence of the meal and of the musical talent which had enlivened the evening, and also to the very gratifying result of their collections.

Mr. J. Wuidart, in replying, mentioned that a special feature of the contributions was the liberal manner in which foreign firms had responded to the appeal made to them.

Mr. W. W. Wood gave the toast of "The Chairman," thanking him for the good service he had done that night. He raised a hearty laugh by remarking that certain exalted persons might do more good by supporting such an Institution as this than by bothering about leadless glaze. The Chairman briefly replied, emphasising the beneficial effects of members from different parts of the country and branches of the trade meeting together in such a friendly way, and becoming better acquainted with one another .

Soup Plates and Fish Plates.—After the Boer war while many appointments in South Africa were still held by ex-military men, a certain permanent way inspector on the C.S.A.R. sent the following telegram to one of them at headquarters :—"Send immediately 500 fishplates," which, of course, were required to connect up the iron rails. The ex-soldier man shortly afterwards replied as follows :—"Regret being quite out of fishplates, but can supply you with soup plates. Reply immediately if suitable."

Legal.

What is Earthenware ?—On November 16 his Honour Judge Brown, K.C., gave judgment in an action brought by John Crankshaw & Co., Ltd., Horwich, sanitary pipe makers, to recover £35 2s. 6d. damages against the Great Central Railway Co. for damage to clay sanitary pipes during transit. The defence was that the goods were earthenware, and ought to have been packed as such and sent at the special rate. His Honour said the defendants succeeded in this case if the terms of the consignment could be held to be just and reasonable. Four years ago plaintiffs had consigned about 28 tons of troughs or channels made for drainage purposes from Horwich to the Bredbury U.D.C. These were rejected by the purchasers as being of the wrong size, and lay about in the open for some years, with the result that several of them became broken or chipped, and generally they assumed a rather dirty and dilapidated appearance. In January last plaintiffs instructed their agent, the surveyor to the Council, to return them by rail to Horwich, and he interviewed the defendants' stationmaster at Bredbury on the subject. The surveyor described them as "earthenware channels," asking to have them sent at "company's risk." The stationmaster looked at his "rate book," and not being able to find there any rate for "channels," answering the description of these goods, agreed to take them as "earthenware" at owner's risk, but declined to receive them at the company's risk unless packed in crates or cases. The surveyor then sent the consignment notes, and the yard foreman loaded the goods into open trucks with straw between them. They were sent off in due course to Horwich, and on arriving seventy or more of them were found broken. The plaintiffs claimed to recover the value of these seventy channels, which was assessed at £13 2s. 6d. The railway companies had no general description of stoneware as applied to channels of that kind, but they had a list of damageable goods which they only carried at owners' risk unless properly protected by packing. Amongst them were earthenware filters, fireclay ware, jars, earthenware, or stoneware, troughs, and sinks of earthenware, or fireclay. The stationmaster honestly thought the channels were earthenware, and that he was not far wrong the result showed. His Honour gave judgment for defendants, with costs, with leave to appeal if necessary.

Glass Bottle Trade Union Dispute.—At the Dewsbury County Court, on November 15, a claim of much importance to members of trades unions was heard by Judge Gent, and after lasting six hours was adjourned, chiefly for documentary evidence, which, it was said, on behalf of the defendants, the Glass Bottle Makers of Yorkshire United Trades Protection Society, would involve an examination of about 300 minute books, the society having been established in 1837. The plaintiff was Robert Middleton Flowett, of Savile Town, Dewsbury, who claimed to be a member and to be entitled to a superannuation allowance of 5s. per week, of which the sum of £13 15s. was due August 18. Mr. Nicholson, for the plaintiff, said the society was neither a trades union nor a registered or unregistered friendly society, but it was regulated and managed by the general secretary. His client joined it so long ago as 1858, and, with the exception of about nine months, when he was in business on his own account, he had been a member ever since. He was duly admitted on rejoining under the rules, on payment of £2, he not to be entitled to benefit for six months. Mr. Nicholson went on to say that Mr. Flowett had taken great interest in the society ; he had served on the committee for years, and was chairman for a great

length of time. In 1890, with the approval of the society, he accepted the position of working manager at Ashley's Patent Glass Bottle Co., at Castleford, and remained till it liquidated. Then he obtained a similar post at the works in Savile Town of Thomas Turner & Co., Ltd., also with the approval of the society, and kept it until 1894, when the concern was broken up. Under the rules of the society, being out of employment, he was entitled to a weekly allowance, and suggested, as he was getting old, he should be paid a sum in settlement of all claims. He was supported by a recommendation of his branch, but nothing came of it, and eventually all aid was refused on the ground that he had broken the rules by promoting the use of machines for the making of bottles, the society only recognising hand work. Mr. V. Ball, barrister, who defended, here interposed, and said he might as well state that his defence would be that the society, being in restraint of trade, was an illegal one, and that that being so, Mr. Flowett was not entitled to recover. After some further remarks by the advocate, witnesses were called, including plaintiff and his son, and all declared that he had not in any way promoted the making of bottles by machinery, either at Castleford or Savile Town. Mr. Ball submitted that Mr. Flowett had not made out his case; that the Court had no jurisdiction, and even if it had, plaintiff could not sue, the society being an illegal one, for it was, as he had said before, in restraint of trade. He proceeded to cite cases where it had been held there was no liability to pay the members, and at length the further hearing was adjourned for a week, the judge asking for the production of the books of the society. On November 21 the hearing was resumed and concluded. Nearly three hours were devoted chiefly to an examination of the rules of the society as revised from time to time, and to cases in the higher courts bearing upon their meaning. Mr. Ball quoted several to show that they are in restraint of trade, and argued that, taking them all together, the rules empowered the members to restrict production, and in other ways to act in restraint of trade. The society, therefore, was an illegal one, and it could not be sued. Mr. Nicholson, after commenting strongly on the character of the defence set up by the society, said his client joined in 1858; he was subject to the rules then in force, and could not be affected by any since made, however restrictive of trade they might be. There was another matter. It was the custom for delegates from this society and delegates from that in which all employers were enrolled to meet once a year to settle prices. That was in production, and not in restraint of trade. After further argument and a close examination and comparison of the rules and the consideration of cases decided in the higher courts, the judge said he must hold that the society was in restraint of trade, and therefore illegal. This was a verdict for the defendants, and Mr. Ball applied for costs, which were refused. Mr. Nicholson asked for and received permission to appeal if his client wished to do so.

Trade Custom as to Breakages.—In the City of London Court, on November 6, before Mr. Registrar Wild, the case of Dornberger & Co. v. Blenkensee was disposed of. The plaintiff, Mr. S. Dornberger, carrying on business as Dornberger & Co., china and glass agents, of Edmund-place, Aldersgate-street, E.C., sued Mr. Lionel Blenkensee, of Northwood-road, Birmingham, for a sum of money wrongly deducted by the defendant from the plaintiff's account in respect of discount and breakages. The plaintiff said in May the defendant called at his offices, and he was offered certain china and glass goods. The defendant said he was stocktaking on July 1, which was to be the date of the invoice, and he would pay cash. The defendant insisted on being allowed 5 per cent. discount. The account, however, had not been paid until August 23, and they did not consent to the 5 per cent. being deducted from the account. The amount being paid two months after a post-dated invoice was not prompt cash, and therefore the defendant could only be allowed 2½ per cent. discount. The defendant also deducted a sum in respect of breakages, but the plaintiffs did not take any risk of breakages, and that was stated on their invoices. The defendant, Mr. Blenkensee, said he was introduced to the plaintiff through one Mr. Myers, with whom business was formerly done, and those business relations were continued with the plaintiff. Mr. Myers was employed as traveller to the plaintiff. With all firms he had bought of it was distinctly understood that they should allow for breakages. In answer to the Registrar, the defendant said that the plaintiff paid the carriage on the goods. The Registrar said under those circumstances the carrier was the agent of the plaintiff, and until the carrier delivered the goods to the defendant the goods were in possession of the plaintiff's agent. If the defendant had paid the carriage, then he made the carrier his agent, and delivery to the carrier would be delivery to the defendant. The plaintiff said that all the cheaper kinds of glass were carried at consignee's risk. The Registrar: You make the carrier your servant. You pay him. If your servant breaks the goods before delivery you must suffer for it. The plaintiff said that there was a statement on his invoices to the effect that they were not responsible for breakages. The defendant said he had bought the same goods for years of Mr. Myers, and breakages were allowed. The plaintiff: Mr. Myers failed in business, and I do not wish to. The defendant said that immediately upon the breakages being discovered he sent the plaintiff a debit note. The plaintiff said that nothing was heard of the breakages until the defendant made his payment. The goods had been sold to the defendant at cost price, which was distinctly told him, and when the discount of 5 per cent. was insisted upon he (plaintiff) agreed for prompt cash. The defendant had not paid promptly. As to the breakages, there was a note upon the invoice confirming the defendant's order, which he had kept. The Registrar pointed out that the defendant would have no claim against the railway company in respect of the breakages, because he had not entered into any contract with them. The defendant: It is the custom of the trade. The Registrar: Your constant urging of the custom of the trade does not answer my question. The defendant has signed no contract with the carriers, therefore he has no claim against them. You say he has no claim against you. In the event of all the goods being broken, and putting aside the custom of the trade, what do you suggest is his remedy? The plaintiff: There is no remedy; he must lose his money. The Registrar: You have the remedy. The plaintiff: The railway company does not take any risk for foreign-packed goods. The Registrar said that the railway company were the agents of the plaintiff, and until the goods were delivered to the defendants' possession they remained the plaintiff's property. The defendant said that the first legitimate invoice was received by him in August, and he paid the account on the pay-day—August 23. The Registrar said he was against the defendant on the question of discount, but he was with the defendant on the question of breakages. The custom of the trade relied upon by the plaintiff would seem to leave the unfortunate consignee in the unfortunate position that he could not sue anybody. He allowed the plaintiff for the discount which had been deducted from his account, and found in favour of the defendant for the breakages.

New Zealand Customs Decisions.—Among the latest reported are the following:—China, porcelain, or parian ware figures, busts, or groups, 20 per cent.; glazed earth enware tiles, 20 per cent.

Trade Notes.

The Editors are always glad to receive items of trade intelligence, such as removals, new premises, personal items, &c.; also marked local newspapers.

Jarrold & Sons, Ltd., have just opened a glass and china establishment at Great Yarmouth.

Chetham's China and Glass Stores have been opened at 42, Exmouth-street, Clerkenwell, W.C.

Mr. W. J. Lewis, china and glass dealer, has relinquished the business at 335, Barking-road, Plaistow, E.

Mr. David Allen, china and glass merchant, has recently opened premises at 65, Atlantic-road, Brixton, S.W.

Mr. L. Joyner, china and glass merchant, has relinquished the business at 9, Roman-road, Old Ford, E.

Mr. E. A. Slade, china and glass merchant, 290–2, Hackney-road, N.E., has been elected a member of the Bethnal Green Borough Council.

J. R. Roberts, The Broadway, Stratford, E., have purchased the entire stock of Norton & Co., china and glass merchants, 258, High-street North, East Ham, E.

Mr. E. J. Bushnell, china and glass merchant, 23–5, St. Christopher's-place, Wigmore-street, W., has been elected a member of the Marylebone Borough Council.

Alf Bromley & Co., Ltd.—Registered capital, £2,000 in £1 shares. Objects, to carry on the business of manufacturers and sellers of machines, tools and apparatus used in the manufacture or decoration of pottery, &c. Registered office: 13, Cheapside, Hanley.

"An Old Servant" writes:—"The Miss Richardson who laid the foundation-stone at the completion of the Wordsley Art and Technical School, is the youngest daughter of the late Mr. Benjamin Richardson, known as the father of the glass trade, and it was her nephew who gave the mallet."

Tye & Son, Gold-street, Northampton, have produced a timely reminder to purchasers of Christmas presents in the form of a neat illustrated booklet, entitled, "Ideas for Presentations." It contains really valuable suggestions as to the suitability for this purpose of choice china, earthenware, and glass.

Mr. Herbert Price has retired from the firm of Herbert Price & Co., 14, Charterhouse-street, E.C., china, glass and earthenware manufacturers and agents, and Mr. Robert Neuschild, who has been a partner in the business since it was commenced in the year 1891, is continuing it under the same name and style.

Stevens & Williams, Brierley Hill, supplied the handsome testimonial presented on November 10 to Mr. Samuel B. Evans, who, for the past twelve years, has been mill manager at the Round Oak steel works, Brierley Hill. The presentation consisted of a magnificent glass dinner service, consisting of 75 pieces of richly decorated best flint and ruby glass.

The L.C.C. and Glass Measures.—The London County Council recently sanctioned expenditure of £165 for providing and fitting up at the south-western weights and measures office a sand-blast machine worked by gas power for the purpose of stamping glass measures. The cost exceeded the amount named by £2 9s. 5d., and the additional expenditure has just been sanctioned.

Mr. Thos. Hy. Osbaldiston, of the firm of J. W. Bridge, Ltd., ironmongers, &c., Accrington and Church, Lancashire, recently died. He had been in the firm, first as employee and later as partner and managing director, for thirty-three years. He was forty-seven years of age. He was a capable business man and his many good qualities made him respected by many friends and acquaintances who will deeply feel his loss.

The Carriage on Empties.—The North Staffordshire Chamber of Commerce has decided to defend its members who have refused to pay the extra charge on returned empties claimed by the railway company. The company are delivering the empty crates, but are carrying the unpaid charges forward each month. The manufacturers consider the charge is not legal, and a test case will probably be taken in order to decide the question.

Railway Charges on Crates and Casks.—In the House of Commons, on Monday, Mr. John Ward, asked the President of the Board of Trade if his attention had been called to the difference in the railway rates for china and glass between London and Leeds and other parts of the country, when packed in crates and casks, and when in cases and boxes, and whether he proposed to bring this subject to the attention of the railway companies with the view to more reasonable rates being adopted. Mr. Lloyd-George, in his reply, pointed out that a difference in the rates charged for crates and casks was expressly authorised by Act of Parliament, but he would be glad to consider any representations made to him on the subject by traders.

Proposed Pottery Institute.—At a meeting of the County Education Committee held at Stafford, the General Subcommittee submitted as a recommendation:—"That each of the following bodies be invited to appoint two representatives to take part in a conference with the representatives of the County Education Committee as to the desirability of establishing a Mining and Pottery Institute at Stoke on the site near the railway station offered by Messrs. Bolton: (1) Hanley Education Committee; (2) N.S. Colliery Owners' Association; (3) N.S. Institute of Mining and Mechanical Engineers; (4) Joint Association of Pottery Manufacturers; (5) N.S. Chamber of Commerce; and (6) English Ceramic Society." Without discussion it was decided to act on the recommendation.

Bullers, Ltd.—The report for the year ended July 31, 1906, states that, although during the year the volume of trade has been fairly maintained, severe competition has reduced the rate of profit. Additions have been made to buildings and plant at Hanley and Tipton. The accounts, after paying directors' fees and managing directors' salaries, show a profit of £26,590, which, with £1,369 brought forward, makes a total of £27,960. Interest on the preference shares, £7,500, and dividends of 7½ per cent. on the ordinary shares have been paid, leaving a balance of £9,210. The directors propose to pay a further 2½ per cent. on the ordinary shares, making 10 per cent. in all; to place £2,500 to reserve, which will then amount to £52,500, and to pay a bous of 1¼ per cent. on the ordinary shares, carrying forward £1,085.

Lead Poisoning.—The total number of cases of lead poisoning reported to the Home Office in October last was 67, as compared with 66 in September last. There were 9 cases reported from the pottery trades in October, as compared with 6 cases reported in the previous month. The only death from lead poisoning during October was in connection with the white lead trade. The number of reported cases from our trades in the first ten months of the year was 91, and there were 3 deaths in the same period. In the same ten months last year the number of cases reported was 77, and the number of deaths 3. The total number of cases reported from all industries for the ten months of this year was 676, and there were 59 deaths. In the same ten months last year the total of reported cases was 627, and the number of deaths 43.

Councillor R. F. Ayre, who has been elected Mayor of Wenlock, is a member of the firm of Craven, Dunnill & Co., Jackfield. He is also a great-nephew of Mr. J. P. G. Smith of Sweyney Cliff, Coalport, who practically started the works. Councillor Ayre was first elected on the Wenlock Town Council in 1897, when he was returned at the head

of the poll. Three years afterwards he was elected Mayor of the borough, and held office at the time of the death of the late Queen and also at the Proclamation of the King. He is a member of all the important committees in the borough, and is also an active member of the Coalbrookdale School of Art Committee. He is a strong supporter of secondary and technical education. This is the second time Councillor Ayre has been honoured by being appointed chief magistrate of one of the largest boroughs in England.

The Fragile Club.—The members of this club met at the "Old Bell," Holborn, London, E.C., for supper on Tuesday evening, November 13. This is a purely social club, membership of which is restricted to persons engaged in the pottery and glass trades. About five-and-thirty were present, and a very pleasant evening was spent. To the regret of the members, Mr. Ronald D. Doulton, who should have taken the chair, was prevented by illness from doing so. Mr. Charles Green, of Green Brothers, Hatton-garden, made a very capable president. It was proposed that these friendly gatherings should be held monthly during the winter. The Fragile Club is quite a distinct organisation from the Benevolent Institution, though, as both are limited to the pottery and glass trades, it follows that nearly all the members of the Fragile Club are supporters of the Benevolent Institution.

A Bereavement.—We hear with regret of the death, on November 2, of Mrs. Mary Anne Cox, the wife of Mr. Fred Cox, 25, South Hill Park, Hampstead, N.W., and of 11, Bartlett's-buildings, Holborn, E.C. We offer our sympathies to Mr. Cox in his severe trouble. Mrs. Cox was fifty-nine years of age. The funeral took place at Hampstead Cemetery, in the presence of many relatives and friends. As the representative of Cauldon, Ltd. (late Brown-Westhead, Moore & Co.) in London, Mr. Cox is well known and deservedly esteemed by glass and china dealers all over the country, and many members of the trade will hear of his loss with deep regret. At the monthly meeting of the Board of Management of the Pottery and Glass Trades Benevolent Institution (of which Mr. Cox is a member) sympathetic reference was made to the sad event, and it was resolved to send a letter of condolence to Mr. Cox. The members of the Board sent a funeral wreath in token of their regard.

Sale of Old Porcelain.—Christie, Manson, & Woods began their season of art sales on Nov. 17 with the two days' sale of the collection of old English pottery and porcelain formed by the late Mr. W. F. A. Wilson, F.S.A., of 17, Blomfield-road, W., 300 lots realising £4,379 1s. 6d. The principal lots included a pair of Worcester shaped jardinieres painted with exotic birds and branches in panels with gilt scroll borders, dark blue scale-pattern ground—68 guineas; three Derby dinner services with panels of flowers in colours on dark blue ground realised 95 guineas, 110 guineas, and 52 guineas respectively; a pair of white Bow statuettes of Kitty Clive and Woodward, 10½ in. high—74 guineas; six Yarmouth ware plates, inscribed "Thomas and Mary Bingham in Yarmouth, 1742"—24 guineas; a Hochst group of hounds attacking a lion, 7 in. high—52 guineas; 11 Delft plates, painted with the herring fleet in blue—73 guineas; a Della-Robbia plaque, with the Virgin and infant Saviour in relief, 24 in. by 18 in.—52 guineas; and three equestrian statuttes of Chinese warriors, enamelled in green and other colours, 8 in. high, Kang-He—390 guineas.

Crystallising Old Plaster.—Mr. W. Brothers, of Prestwich, Lancs., has patented a process of re-crystallising old plaster moulds or casts by simple means, and re-converting these into plaster of Paris or cement. We understand that a good many thousands of pounds have been spent in the Potteries district to achieve this object, but it was left to Mr. Brothers to find out a new thing in chemistry—that is, the crystallising of any sulphate of lime basis into pure plaster crystal from disused moulds. $(Ca\ SO_4)_2$ H O. This opens out a wide future, as the terra-cotta and pottery manufacturers use an enormous amount of plaster of Paris for moulding. The old moulds up to now have been waste products, costly to get rid of both in carting and in the provision of land for tipping. By Mr. Brothers' process this waste may become a source of revenue, as each manufacturer can at a small cost re-convert his old moulds into a valuable marketable commodity. A large amount of plaster of Paris is used for plate-glass polishing. By the application of Mr. Brothers' process on their works, glass manufacturers would never need to buy any new plaster, as by this means, if it is once set, it can be re-crystallised over and over again.

Mr. W. H. Davies, china and glass merchant, 107, Above-bar, Southampton, had an unpleasant experience on November 16. Mr. Davies went down to open the business about eight o'clock, and immediately he noticed a very strong smell which suggested burning indiarubber. He went down into the cellar below the shop, and was somewhat alarmed to find it full of smoke, and the smell of burning more noticeable than ever. He thought the best thing he could do was to send down to the fire brigade. Supt. Johnson and his men were quickly on the spot. He went with Mr. Davies down into the cellar, and remarked that it was so dark he couldn't see anything. Mr. Davies struck a match, and on the instant there was a terrific explosion. This explosion hurled the iron cover of the manhole to a height of between 25 and 30 feet into the air. Happily nobody happened to be actually passing at the time. It crashed down on to the pavement again and split in two without doing any very great damage. The action of the explosion sent both Supt. Johnson and Mr. Davies staggering against the wall of the cellar. Both fortunately escaped serious injury, but were very much shaken. They are to be congratulated on their fortunate escape. Mr. Davies moved into the Above-bar premises about twelve months ago from 68, High-street. He has found the change of position highly advantageous. He announced the removal by circulating a humorous postcard on which he was represented as a coster driving a pottery-laden donkey-cart towards his new address. The donkey was shown as kicking up its heels, much to the detriment of the fragile contents of the barrow.

Bookkeeping for Dealers.—In opening a retail business it is essential that the dealer should keep a proper record of his daily transactions, both in buying and selling. In the china and glass trades it will be quite impossible for a tradesman to say exactly how much he has gained—or shall we say, how much he has lost?—at the end of twelve months, unless he records his transactions systematically. We were asked recently by a retail dealer to tell him of any special books published for the purpose. The use of such a combination as "day book, cash book and ledger" which are the principal factors in commercial account keeping, is seldom familiar to a young man who has spent some years in becoming acquainted with an industry. As soon, however, as he has mastered the details of the trade he has chosen, whether drapery, ironmongery, grocery, or pottery and glass, he wants to start in business for himself, and then he is faced with the necessity for keeping a set of accounts. We have seen a system of bookkeeping that is suitable to any class of retail business, and we know a dealer in china and glass who has given it a good trial, and finds it answer every useful purpose. We have a copy of the system before us now, and it is as simple as anything could be. It is comprised in one book, which does duty for one year, commencing at any time. It is specially ruled, and the columns are headed, so that the dealer has really only to fill in a number of blank spaces, day by

day, and then to transfer the totals of the day to other blank spaces at the end of each month. Then there is a form of annual account which consists of other blank spaces to contain the monthly totals, and the year's results are easily arrived at. No previous training as a bookkeeper is required to use this system. If the clearly worded instructions are carefully read over and well considered the system can easily be mastered, and then—like playing the piano—the worst is over, and putting the system in practice becomes a pleasure. The book, to contain a whole year's transactions, costs 7s. 6d., and can be obtained from the publishers, McQueen & Sons, Moat-road, Leicester.

The China and Glass Dealers' Association.—The Central Board met at the Saracen's Head, E.C., on November 29. A large amount of business was discussed, including the following:—Minutes of last meeting; business connected with Leeds and District Branch; Birmingham and District Branch; manufacturers to be asked to place the weights of each package on invoice; auction sales; railway companies and owners' risk note.——A meeting of the Birmingham and District Branch was held at the Swan Hotel, Birmingham, on November 7. Mr. E. J. White, Moseley, was voted to the chair. Mr. Church, Northampton, proposed, and Mr. Knowles, seconded, that Mr. White be elected President of this branch of the Association. The President, in returning thanks, said that the existence of a strong combination in the china and glass trade was quite as necessary in this as in any other trade, in order to successfully combat the many forms of unfair competition; and he cited as an illustration the power wielded by the Grocers' Association against the great "Soap Combine." The Secretary then read some letters received from members of the Association unable to be present, from Rugby, Coventry, Leicester, Llandridod and Leamington, as the train service would not admit them returning the same night. Letters were also read from others wishing to become members. A discussion took place upon several interesting trade topics, amongst which might be mentioned "The Direct Trading of Manufacturers," "Sales by Auction," "Railway Charges for Cases of China," also "The Rough Treatment of Empty Crates in Transit to the Potteries," and as the Secretary was on his way to visit the Potteries on the morrow, he was requested to see the traffic manager, as well as some of the manufacturers, and discuss with them a few of the burning questions concerning the retail trade. It was hoped that all members of the trade in Birmingham and towns within a short distance would rally round the Association and make this one of the strongest branches in the country.

The Census of Production Bill, mentioned in our "Editorials," has now been published as amended by the Standing Committee on Trade. The measure provides that a census of production shall be taken in 1908, and subsequently at such intervals as the Board of Trade may determine, under the supervision of the Board of Trade. Forms are to be prepared showing the nature of the trade or business, particulars relating to the output, the number of days on which the work was carried on, the number of persons employed and the power used or generated, and relating to such other matters of a like nature as may be found to be necessary for the purpose of enabling the quantity and value of production to be ascertained. In order to enable the Board of Trade to compile, as far as practicable, statistics of the net value of production without duplication, the prescribed particulars as to output may include the aggregate estimated value of the materials used and the total amount paid to contractors for work given out to them; and particulars as to the quantity of output shall not be required except in the case of articles the quantity of which is on their importation into or exportation from the United Kingdom required by the official import or export list to be entered, nor shall such particulars be required in greater detail than in those lists. If, for the purposes of comparison, the Board of Trade consider it desirable, they may also require the person filling in the form to furnish, as far as practicable with respect to the twelve months preceding the said calendar year or other period of twelve months, the total value of the output, the estimated value of the materials used, the total amount paid to contractors for work given out to them, and the number of persons employed. The returns are to be made up and delivered within three months after issue of the forms, and as soon as practicable after any census is complete the Board of Trade must present to Parliament a report of their proceedings under the Act, and a summary of the statistics compiled from the returns. Stringent provisions are made against the publication or disclosure of any individual returns without consent, and the Board of Trade is enjoined, in preparing forms, instructions, or rules under the Act, to have due regard to the circumstances of various trades and industries, and in particular to the importance of avoiding the disclosure in any return of any trade secret or of trading profits, or of any other information the disclosure of which would be likely to tend to the prejudice of the person making the return. The Board of Trade will also appoint one or more committees, including persons conversant with the conditions of various trades and industries, for the purpose of advising them when considering the preparation of the forms and instructions necessary for the taking of the census and the making of any rules under this Act, and in particular such of those rules as prescribe to details of the particulars relating to output and other matters to be filled in in the several forms.

Fluorspar in the United States.—Fluorspar, or fluorite, the fluoride of calcium (CaF_2), although it occurs widely associated with other minerals in veins in many geological horizons, is found in commercially important quantities in but few places within the United States. The highest grade of fluorspar is pure white or clear pale blue in colour and does not contain more than 1 per cent. of silica. Such material is used in the manufacture of opalescent glass, in the making of enamels and "agate" ware, and in the production of hydrofluoric acid and other chemical compounds of fluorine. Both lump and ground mineral is shipped for these purposes. The second grade of fluorspar includes the coloured varieties and is limited to a content of not more than 4 per cent. of silica. This is sold in lump or gravel form and is used in the manufacture of open-hearth steel, because it imparts great fluidity to the clay. The third grade of fluorspar includes all of the mineral that carries more than 4 per cent. of silica and all that is mixed with calcite. This material is used in foundry work on account of the clean character which it gives to iron castings. Through lack of knowledge of this property the demand for fluorspar for foundry work is much less than it should be. Other grades known to the market are "crushed" "ground fine," and "ground extra fine." The total production of fluorspar in 1905 is reported at 5,385 short tons, valued at $362,488, most of which came from the mines in Illinois and Kentucky. This is an increase of 20,933 short tons in quantity, and of $127,733 in value, as compared with 36,452 short tons, valued at $234,755, in 1904. The production, furthermore, is greater than ever before, surpassing the previous record year, 1902, by 9,367 short tons in quantity and $90,656 in value. The companies report an active demand for fluorspar, particularly for use in open-hearth steel furnaces.

LEADLESS GLAZE AGAIN.

(SPECIALLY CONTRIBUTED.)

FOR three days last week there was an exhibition of china and earthenware finished with leadless glaze, held in the Church House, Westminster, under the auspices of the Christian Social Union. We find it difficult to deal with the exhibition seriously, but we will endeavour to do so since though we hold them to be very imperfectly informed and consequently absolutely wrong in the conclusions they draw from their information, we give the promoters of the exhibition credit for great zeal in pursuing the task they have undertaken. But there cannot be anything more inimical to the welfare of a comm nity than zeal based upon error, and exercised injudiciously. It must be remembered that the promoters of this exhibition were the instigators of the action of the Home Office in proposing that the use of lead n pottery-glazes should be altogether prohibited. It is cert in that if such a regulation had been enforced the pottery trade would have been ruined. Lord James, however, over-ruled the proposed regulation prohibiting the use of lead and saved the trade. The promoters say "the object of the exhibition is to show the great advance that has been made of late years in the manufacture of ware, finished with a leadless glaze, and to encourage further experiment in this direction." The exhibition has not achieved the first object named, and is not in the least degree calculated to attain the second. We do not expect the ladies who are taking such a prominent part in this movement to be experts in pottery manufacture themselves, so we must conc ude they have been greatly misinformed if they have been led to believe that this exhibition shows any "advance in the manufacture of leadless glaze ware." It does nothing of the kind. Take out the jasper ware, the salt glazed ware, and fireproof ware, which have always been glazed without lead, and it would be found the bulk of the remainder shows not the least advance. The exception, of course, would be the highly decorated porcelain. Labour forms the most important factor in the prices obtained for that class of ware, so that the increased cost of production with l adless glaze would not be noticed, as it would be in the case of ware slightly decorated.

We repeat, the exhibition does *not* show the least advance made in the manufacture of leadless glazed ware It has long been known that pottery can be glazed without lead—but it would cost more, and would be inferior in quality. Suppose these mistaken enthusiasts induce the British public to be content to pay higher prices for leadless glazed ware, and then suppose they induce Parliament to prohibit the use of lead altogether in our pottery manufacture, what is to become of our foreign trade? There are no such restrictions as to the use of lead in other countries, so that our trade there would, of necessity, be ost. This eventuality does not seem to present itself to the British public. It is most unfortunate that nearly the whole of the daily press adopted t ie eafl t published by the London branch of the Christian Social Union (and dated November, 1906) headed "Lead Poisoning and Leadless Glaze." In making preliminary announcement of the exhibition, the majority quoted the leaflet almost verbatim, and thus gave the widest publicity to the absolutely mischievous statement in the leaflet, "It is of great importance that there should be an increased general demand for china and earthenware finished wit a le dless glaze." It is not often that our daily papers accept a thesis o an important question without carefu' examination. Yet one of them and a London morning paper too, *not* the *Daily News*) says:—"The exhibition not only shows the immense advance which the ind stry has made during recent years, but proves conclusively that ther is no difference between a piece of pottery manufactured without lead and a similar piece produced by the dangerous processes which it is hoped will one day be entirely superseded" Later on in the same article the writer says, "Ruskin pottery is represented by some artistic earthenware jugs, fitted with pewter han es, made by art students in Birmingham." We saw them catalogued, but looked round the exhibition in vain for Mr. Howson-Taylor's beautiful productions. They were not there, as the railway company lost the case containing them. (The newspaper inacurracy does not matter much in this instance, but it has happened that misstatements of great importance to the interests of our trade have be n made, and repeated, in the daily papers. It is useless for us to draw attention to them, because the public do not read our GAZETTE).

We have said the promoters of the exhibition were imperfectly informed. We are sure they would not wilfully allow the public to be deceived, yet it was clear that lead *had* been used in connection with some of the pieces shown. As the tea-room formed no part of the exhibition we suppose "it did not matter," but it indicated a want of acquaintance with the subject of the exhibition, or an indifference to consistency when we found that the cup and saucer in which our tea was served was glazed with lead! The exhibition was in no sense representative of pottery manufacture. It would have been better if the promotors had consulted some of the manufacturers Their exhibition might have ciffered a little from what it was, but it would have been more useful to them. We regarded it more as a shop than an exhibition. It was not making a proper use of the names of the high personages who supported the exhibition on purely philanthropic grounds, that the specimens of leadless glazed ware were exhibited by retail tradesmen, that the names and addresses of those tradesmen were inscribed in large—very large—letters over their stands, that prices were affixed to the exhibits, that orders were taken in the room, that some o the exhibits were labelled "Sold," and that the exhibitors (not the manufacturers) dis ributed their trade circulars soliciting orders among the visitors. It was impossible to doubt that those in charge of stands were there to do business and considered the commercial, rather than the hygienic, re ult of the exhibition. There were no attendants in charge of manufacturers' exhibits.

The conduct of such an exhibition, under royal and distinguished patronage, should have been absolutely free from even the suspicion of partiality or prejudice. The promoters have laid themselves open perhaps innocently, but in that case ignorantly) to the charge of making the proceedings harmonise with their strong bias on the lead glaze question. Everybody knows the position of Josiah Wedgwood & Sons, Ltd., as authorities in pottery manufacture. There were some fine specimens of their ware in the exhibition. The sigh of these, no doubt, prompted ir John Macdonnell, in the course of his address on November 22 to remind his audience that "they could claim as patron saint of their movement one of the greatest of Englishmen—Josiah Wedgwood. That most illustrious of master potters had spent the last few years, and even months, of his l fe in experiments designed to render innocuous pottery processes involving danger to workers." How far the great potter was successful in those experiments may be inferred from a statement by his descendants and successors in business published the same day. Josiah Wedgwood & Sons, Ltd., writing from their works at Etruria in reference to this exhibition, felt it incumbent on them to say:—"We wish to point out that the Wedgwood Ware exhibited is our well-known ornamental Jasper Ware. In this case we can use a leadless glaze, when glazing is required, but for 'utility' ware we have been for many

year unable, and are still unable, to produce commercially a satisfactory leadless glaze, so that no china or earthenware of ours is exhibited at the Church House. We may mention that for a number of years we produced white china with a leadless glaze, but we were at last compelled to abandon the glaze because it proved uncommercial.''

The promoters of the exhibition say in their leaflet that ''a general demand for pottery with a leadless glaze would cause the great body of manufacturers to fall into line with those of their number who have abandoned the use of lead in pottery making.'' It would do nothing of the kind. The number of makers of medium and cheaper-priced dinner, tea, and breakfast ware, who do not use lead is very small, and is not likely to be increased. Wedgwood & Sons, Ltd., supply the reason. At the inquiry before Lord James at Stoke-on-Trent, prominent manufacturers assured his lordship that they had for years been experimenting at the cost of hundreds of pounds, with a view to using a leadless glaze, but had failed to discover one that was commercially practicable. They added, calmly and seriously, that in the event of legal prohibition of the use of lead in pottery manufacture, they would have no alternative but to close their works, and either go out of the trade or commence manufacturing in another country. Probably the Christian Social Union can regard the latter course without any misgivings but those who are interested in our industries, whether as employers or workers, cannot be expected to do so.

AMONGST PROVINCIAL DEALERS.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

(*Continued from page* 1160.)

BRADFORD (YORKS.).

A WHOLESALE and retail glass, china, and earthenware business, which is carried on at a warehouse in John-street, and at stands in the Market Hall, Bradford, was founded some thirty years ago by the late **Mr. Samuel Rhodes,** and is now conducted by members of the family. Mr. Rhodes was a dyer by trade, and had become a foreman at the craft before he embarked in the trade of a dealer in pottery ware. I had a short talk with two of Mr. Rhodes's sons, who were at the John-street warehouse at the time of my call. "Trade is not so good as it used to be. There is too much of this foreign stuff coming into the country. It is ruining business, and there is too much of this crate-and-straw bother,'' was said to me. "That hamper (a small, oblong hamper) cost us 1s., the hamper alone. We can buy many a dozen like it in the town at 1d. each. It is too much. It affects us this way: We have to pay for the goods coming and to pay for the crate going back, with an allowance of half on the crate. I don't know how to begin altering it. There are a lot of people grumbling over that question. Then look at the rate from the Potteries to Bradford. It is 22s. 9d. It is less to Leeds, therefore the Leeds people can beat us in selling. It is a lot cheaper to Leeds. It comes in at about 18s.'' Oh, this crate-carriage-and-straw trouble! How much I heard of it in my last Yorkshire round! If our friends in the Potteries only knew half of what was said to me, and knew how strong a "preference" for foreign glass and pottery lay in the single, inclusive price, in the "free-at-your-own-door" system of delivery which foreign glass and china makers pursue, there would quickly be a change.

North-parade, one of the popular resorts of members of Bradford families in pursuit of the gentle art of shopping, contains several establishments in which articles of fancy pottery ware are sold. Among them is the old china and glass depôt which was carried on for many years by the late **Mr. F. W. Lumb,** and which, since his death some three and a half years ago, has been carried on by the family. A business of a select kind has been done, art goods of the higher qualities forming a considerable proportion of the stock. Crown Derby and Worcester ware have been prominent among the pottery dealt in. Many beautiful toilet sets, and some very fine pedestals and flower pots, and quite a wealth of choice vases, bowls, table and mantel ornamental wares adorned the large shop, when I viewed it a few mornings ago.

A. Rushworth & Co., Ltd., hold extensive and elaborately fitted premises in Kirkgate and Darley-street as general dealers in fancy goods. At each establishment a pottery department is now maintained. At Darley-street a very fine display of dinner and trinket sets, and of handsome white cut glass was being made at the time of my call. At the Kirkgate house lighter and more ornamental pottery formed a large and fascinating display, the goods showing a redundance of art work of a high class. A special show was being made here, as at Darley-street, of white cut glass; some beautiful examples of cut tumblers, sugar bowls and other table glass being on view.

Sheet glass, plain and figured, and coloured globes for incandescent lights formed a large stock at the warehouse of the **Bradford Glass Co.,** in Godwin-street, on the occasion of my visit. The globes bore convincing testimony to the vast scope which goods of this class have afforded for artistic conceptions in design, apparently without limit, in the dainty conceits and variations which marked the differences in the form of the globes, and also of the wonderful skill in colouring glass globes now possessed by the operative makers. "Incandescent goods are going about as well as any,'' said Mr. Richard Ogden, manager of the business, in response to a reference which I made to these goods. "You must have a lot of stuff and a lot of colour very cheap,'' he added. I had abundant evidence of the extent of the stock, and also of the large variety in colour imparted to the globes, and, from what I knew of the retail prices of such goods, could have given an assurance as to their cheapness. "Figured glass is going rather better than plain sheet, and there is a little doing in lead lights,'' said Mr. Ogden. The glass trade in the city was very quiet, as there was practically no building work in progress, and there was nothing of an exceptional kind doing to "liven things up.'' Still, there were the globes. A demand for incandescent light globes existed in Bradford as in other cities and towns, and was likely to increase.

MANCHESTER.

The Potteries' Supply Co., 599, Stockport-road, Manchester, are wholesale and retail merchants in glass, china, and earthenware. They keep a large stock of all useful domestic pottery and glass, and are thus able not only to replace breakages at once, but are in a position to supply a house with everything that may be wanted in glass, china, or earthenware. They are just now able to submit to buyers a much larger variety of samples to select from, as they have received a number of new shapes and patterns in tea and dinner services. They have upwards of fifty sets of toilets—printed, decorated, and enamelled—and they supply trinket sets to match them. One of their leading lines is a dinner service with underglaze blue band and a neat printed border. Their practice is to give prominence in rotation to an attractive service either in tea, breakfast, dinner, or toilet ware. In addition to a good display in their shop, they have a show-room upstairs, where the work of selection is facilitated. Their stocks, includes complete sets in cut-glass decanters, tumblers, wines of all kinds, liqueurs, finger-bowls, &c., to match. and a great variety of pressed glass goods of all kinds, They have a complete range of domestic ware, including tea pots, coffee pots, jugs, odd cups and saucers, brown and yellow ware. In the show-room all goods are marked in plain figures.

EXPORTS OF CHINA, EARTHENWARE, GLASS AND GLASSWARE (BRITISH PRODUCTS). FOR OCTOBER, 1906.

	Quantities. Month ended 31st Oct.		Quantities. Ten Months ended 31st Oct.		Value. Month ended 31st Oct.		Value. Ten Months ended 31st Oct.	
China or Porcelain, and Earthenware.	1905.	1906.	1905.	1906.	1905.	1906.	1905.	1906.
To Germany .....cwts.	7,200	8,799	46,060	55,962	£8,214	£7,053	£57,769	£63,666
,, France ..... ,,	2,970	2,348	42,240	51,527	5,374	4,515	51,338	49,341
,, United States of America ..... ,,	29,209	42,379	349,765	399,643	44,205	53,440	432,003	478,483
,, Brazil ..... ,,	12,033	14,865	101,316	130,392	7,599	9,912	74,289	97,549
,, Argentine Republic ..... ,,	32,623	28,450	297,210	355,604	14,250	14,691	110,202	146,212
,, British South Africa ..... ,,	19,974	13,757	210,896	178,472	14,906	9,798	118,959	96,285
,, British East Indies..... ,,	16,284	31,492	207,595	244,702	12,165	17,925	113,669	133,149
,, Australia ..... ,,	8,612	21,481	121,578	148,767	11,207	15,688	134,653	144,628
,, New Zealand ..... ,,	4,633	11,426	48,407	61,580	7,125	15,570	63,200	83,281
,, Canada ..... ,,	33,211	33,219	216,398	255,100	20,104	24,930	162,090	200,539
,, Other Countries ..... ,,	63,760	90,969	593,214	779,052	48,974	51,223	408,542	460,230
Made up as follows:								
Porcelain, Chinaware, and Parian .. ,,	2,096	2,191	19,274	20,626	22,998	21,713	133,264	139,466
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	96,690	120,117	953,044	1,092,780	127,676	153,303	1,182,791	1,367,246
Jet, Rock'm, and Glazed Terra-cotta ,,	61	132	3,036	932	118	286	3,897	1,807
Red, Stone, Brown and Yellow Ware ,,	120,095	161,826	1,138,582	1,409,531	28,446	30,705	246,343	267,566
Other Sorts (including Electrical and Chemical Ware) ..... ,,	11,567	14,919	120,743	136,932	14,885	18,738	160,419	177,278
Glass.								
To British South Africa.....value £	—	—	—	—	105,462	8,504	911,786	74,296
,, Other Countries .. .. ,,	—	—	—	—		106,821		987,220
Made up as follows:								
Plate Glass .....cwts.	11,346	12,758	99,853	116,133	16,642	18,885	136,793	169,901
FlintGlass ..... ,,	5,042	5,902	50,578	51,945	17,989	21,251	158,809	171,454
Glass Bottles .....gross	69,452	65,070	545,703	624,534	44,085	41,667	355,531	401,473
Glass Manufactures, other sorts....cwts.	30,802	41,105	291,347	369,905	26,746	33,522	260,653	318,688

IMPORTS OF CHINA, EARTHENWARE, AND GLASS FOR OCTOBER.

	Quantities. 1905.	1906.	1905.	1906.	Value. 1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian..cwts.	4,283	5,849	41,184	42,592	£20,361	£28,297	£185,272	£203,182
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles).. ,,	31,244	30,192	277,780	265,446	57,159	56,816	517,247	517,656
Jet, Rock'm, and Glazed Terra-cotta ,,	57	15	438	6,891	222	45	1,167	2,374
Red, Stone, Brown and Yellow Ware ,,	5,458	2,979	12,280	27,875	817	759	5,449	7,714
Other sorts (including Electrical and Chemical Ware) ..... ,,	2,127	1,830	17,447	18,977	3,404	3,022	20,743	28,447
Window and German Sheet Glass ,,	141,435	123,317	947,855	1,144,082	81,543	67,543	560,646	642,819
Plate Glass ..... ,,	34,157	36,850	361,942	334,318	42,818	51,237	439,560	438,995
Flint, plain, cut, or ornamented, and other Manufactures of Flint Glass ,,	80,870	79,498	652,416	692,686	135,819	118,398	1,081,539	1,088,939
Glass Bottles.....gross	130,312	114,219	1,268,526	1,219,809	54,075	48,882	517,971	510,342
Glass Manufactures, other sorts....cwts.	5,556	2,613	69,229	36,438	8,738	4,747	125,492	57,004

EXPORTS OF CHINA, EARTHENWARE, AND GLASS (FOREIGN AND COLONIAL MERCHANDISE) FOR OCTOBER.

	Quantities. 1905.	1906.	1905.	1906.	Value. 1905.	1906.	1905.	1906.
Porcelain, Chinaware, and Parian ...cwts.	2,041	1,694	18,457	14,927	£7,506	£7,850	£69,919	£64,276
Earthenware (including semi-Porcelain, Majolica, and Glazed Tiles) ,,	1,762	735	17,753	6,478	3,796	1,698	36,443	13,568
Jet, Rock'm, and Glazed Terra-cotta ,,	—	—	9	39	—	—	55	164
Red, Stone, Brown and Yellow Ware ,,	—	22	77	427	—	55	107	910
Other sorts (including Electrical and Chemical Ware) ..... ,,	11	4	70	75	40	20	279	391
Window and German Sheet Glass ,,	2,863	387	9,390	11,996	1,407	198	5,261	6,296
Plate Glass ..... ,,	11	1,680	4,080	3,931	18	2,520	5,797	5,666
Flint, plain, cut or ornamented, and other Manufactures of Flint Glass ,,	7,971	696	49,631	13,893	17,215	1,621	100,451	28,234
Glass Bottles .....gross	1,812	4,598	21,150	25,154	1,067	2,421	10,420	14,845
Glass Manufactures of other sorts ..cwts.	929	627	8,885	5,533	2,165	1,711	22,154	13,904

EARTHENWARE EXPORTS TO THE UNITED STATES.

Compiled from the returns of D. Inglis & Co.

	Shipments, Sept. 26 to Oct. 27, 1906. Packages.	Corresponding period, 1905. Packages.	Exports, Jan. 1 to Oct. 27, 1906. Packages.	Corresponding period, 1905. Packages.
To Boston	637	326	6,044	4,751
,, New York	699	725	5,527	5,945
,, Baltimore	1,092	762	12,116	9,997
,, Philadelphia	80	59	980	769
,, New Orleans	607	184	3,734	3,039
,, Newport News	44	—	1,124	795
,, San Francisco	120	171	1,418	1,020
,, Portland, Me.	159	83	851	428
,, Galveston	261	48	1,342	812
,, Portland, Or.	121	30	826	448
,, Inland Points	568	514	9,677	11,372
Total	4,388	2,902	43,639	39,376

THE GLASS BOTTLE TRADE.

(An Inquiry by our Own Commissioner.)

I WAS instructed to make an informal inquiry into the conditions prevailing in the British glass bottle trade at the present time, and to ascertain if possible the causes which had contributed to those conditions. Those who are concerned in the trade as manufacturers will not need to ask why the inquiry is made. Indeed, all thoughtful persons who are interested in our national industries must deplore the present state of the glass bottle trade. If the scope of this inquiry was widened so as to include the whole of the glass trade the picture would be more deplorable still, but it is not now proposed to go outside the bottle trade.

It will be admitted that the figures given in the Board of Trade returns of our exports and imports furnish reason enough for an inquiry. It must, however, be remembered that these returns do not take account of the total trade of the country, since they do not include the bottles manufactured for home use. This has long been recognised as a defect in our official returns, but happily steps are now being taken to rectify it. The "Census of Production Bill" now before the House of Commons will enable us to ascertain with tolerable accuracy the fluctuations in our various manufacturing and productive industries. In the absence of such information as the "Census of Production" will afford in the future, we can now only ascertain such fluctuations in the glass bottle trade as are indicated in the Board of Trade returns of exports and imports. Within the past ten years the use of bottles for aërated and mineral waters, fruits, sauces, wines, and beers has enormously increased; yet the British bottle trade has not benefited as it should have done from this increased consumption. The Board of Trade returns throw some light on this. It appears that in the eight months ending August 31, 1896, the value of the glass bottles we exported was £237,461, and that for the eight months ending August 31 this year, the total of our exports was £313,277, an increase in exports in the period of not quite 32 per cent. But our imports of glass bottles for the corresponding eight months in 1896 amounted to £261,620, while the value of the imports this year for the same months was £420,654, an increase of no less than 72 per cent. It is often urged that these returns are misleading, because they do not take cognisance of the gross output of our bottle works, but only of that portion of it which goes abroad. The returns, however, point to one circumstance, as to which there cannot be any doubt. In spite of the fact that we have many works standing idle that were once as lively as beehives in summer, and that we have many men who have been bottle makers now employed as labourers, we have allowed the importation of foreign bottles to increase no less than 70 per cent. within the past ten years. It was with a desire to account for this state of things, if it can be accounted for, that this inquiry was suggested. There are, as our readers are aware, different kinds of bottles—pale glass bottles for mineral waters, fruits, jams, pickles, &c., flint bottles for chemists' purposes and toilet requisites, coloured bottles for various uses, and black bottles for beer.

Pale Glass Bottles.

are very extensively used, and I have had an opportunity of interviewing some of the large manufacturers of them. I did not find such lamentations among them as some of the newspaper accounts of the bottle trade would lead one to expect. In answer to my inquiry one firm replied without hesitation that, at the time, they were fairly busy. There had been times of depression, it was admitted, but they were followed in due course by periods of activity. One manufacturer who had spent all his business life in a bottle manufactory said it was of no use to form an opinion of the bottle trade from the state of it at any particular period. His experience is that, generally speaking, trade in bottles moves in cycles and that a slack period, from whatever cause, is followed by a time of activity. He turned to one of his own firm's books for an illustration. In 1867 their total output of glass bottles and jars of all kinds was 886,100 dozens. In 1887 it had increased to 1,712,715 dozens; an increase of 93 per cent. on the 1867 output, that is, in the course of twenty years. In 1900 the highest point was reached in the bottle trade, and this firm's output reached the abnormal gross total of 2,474,600 dozen. The great increase in the twenty years, 1867 to 1887, was, however, not maintained in the period 1887 to 1905, for in the latter year the firm's gross output was 1,997,887 dozen, an increase of only 16 per cent. in the interval. But even this addition to one firm's production seemed to me to be indicative of a more satisfactory state of things than is generally believed to exist, and I ventured to say: "You at least do not appear to have any reason to complain of the state of trade!"

"We do not complain," was the reply, "but we cannot say that we are altogether satisfied, since the demand is poor and prices are unremunerative. When, some years ago, the demand for glass bottles and jars for new purposes increased, we greatly extended our plant and made every effort to meet it; but, unfortunately, we were not supported by the workmen. That was the time when we experienced the worst effects of the restrictive policy so long pursued by the men's union.

The number of apprentices had been limited to such an extent that when we wanted a large number of journeymen we could not get them. We introduced machines and other devices by which the men could make three times the number of bottles they could make by hand in a given time. But the majority of the men would not use them, and, when they did, they did it so inefficiently that we found it better to let them go on making in their own way. But at that time foreigners introduced machine-made bottles and jars, and thus got a firm footing in our markets. We were unable to compete with them with hand-made goods, and, as our bottle makers either could not, or would not (on account of their union regulations) adapt themselves to using the moulds, we taught youths to use them. We had a number of "learners" (we did not call them apprentices) who soon became proficient, and now most of the men working our machines were not originally bottle makers. We were very sorry to see regular bottle makers supplanted, but it was only by the use of machines that we could compete with Continental makers. Some of our bottle makers went to work with the machines, but they would not do their best, and were therefore far less useful to us than the "learners." Some (we suppose under the influence of their union) would not tackle the machines at all, and are now doing labourers' work. This is very distressing to us. We are sorry that our trained bottle makers have not reaped much advantage from the phenomenal extension of the use of glass bottles. For years there was unpleasantness between the employers' association and the men's union on the question of apprentices. In addition to limiting the number of apprentices the regulations of the union made it almost impossible for the youths to learn their trade during their apprenticeship. The selfish object of this policy was to keep the trade in their own hands; the effect of it was to let the trade pass into the hands of the foreigners, who were quick in sending into our markets goods made under the improved conditions which trade unions would not let British workers adopt."

"But," I remarked, "from the figures you have given me your firm's trade does not seem to have suffered much from the importation of these goods?"

"It has suffered, and very greatly; but our workmen have been the greatest sufferers. We are recovering our position as manufacturers; they have deliberately ruined their prospects as skilled bottle makers. If we had had a free hand with our apprentices years ago as we have now with our machine "learners," we should have had men to meet the great expansion in the use of bottles. But when the orders for bottles came there were not enough glass bottle makers in the country to make them."

"Am I to understand, then, that if the union had not imposed such restrictions there would have been no necessity for using machines in bottle making?"

"Oh, no! The introduction of labour-saving and time-saving machines was inevitable. But apprentices would have been trained to work them, and they would have been introduced in the first instance so that we should not have been undersold by the foreigner to the extent we were when the increased demand came upon us. If our men had themselves taken kindly to the machines at first, and had trained their youths to work them, the greater portion of the glass bottles imported during the last ten years would have been machine made, it is true, but they would have been made in this kingdom. The great blunder was in letting foreigners have the first benefit in our own market of the improved methods of production, and we certainly think the former leaders of the men were principally to blame for that. However, they have better leaders now, and our experience is that bottle makers take a broader view of trade interests, as apart from the workmen's interests, and they see that machines must be used in the economical manufacture of bottles. They should have adopted this view as quickly as foreign workmen did, and they would have had the trade. Now we find it preferable to train men or youths outside the trade who have nothing to unlearn.

"Does the importation of foreign bottles interfere to any great extent with your own business? I mean, does the free importation of foreign-made goods affect your branch of the trade?"

"We would rather not, at present, offer any opinion as to the wisdom, or otherwise, of the free importation of goods into this country. As to the bottle trade, foreign manufacturers have considerable advantages over ourselves in the longer hours worked by their employees, and the lower wages paid them. But, even with these advantages, we do not fear their fair competition, though we strongly object to their periodical "dumping" of their surplus productions on our market. At present there is a better demand for glass bottles on the Continent, and they are fetching better prices there, so that just now there is no superfluous stock to get rid of at any price. British-made bottles are better than theirs, and will always have the preference when prices are nearly the same. But, of course, when huge consignments come over at ridiculously low prices, consumers are tempted to take advantage of the opportunity, in spite of minor defects. We should like to see this unjust form of competition stopped, not only in the bottle trade, but in other industries. The question of freight also favours the foreign maker, who can deliver to almost any port in the United Kingdom at lower rates than an inland British manufacturer has to pay.

"What are your views as to the future? Do you think there are prospects of improvement, in your particular branch, for instance?"

"With a good understanding between manufacturers and their workers, and with a little more patriotism on the part of consumers, there ought to be an improvement. It is not to our credit as a manufacturing nation that the manufacture of glass bottles in this country has not increased to anything like the extent that the use of them has."

Other manufacturers of pale (as distinct from black) glass bottles have expressed very similar views to those embodied in the above interview, and I am satisfied they may be accepted as the opinion of that branch of the trade. A very little advantage in price sometimes decides the placing of a large order. In such a case is it too much to hope for a little patriotism on the part of the consumer? Labour is an important item in glass production. I have shown that in the first eight months of this year we paid £420,654 for glass bottles made abroad. If the bulk of these bottles had been made at home, it would have very materially benefited our bottle makers.

(To be continued.)

Apprenticeship in The States.—In his address before the American Institute of Instruction, President Luther, of Trinity College, Hartford, Conn., said: "To-day there are few apprentices, and such as may still be found are learning very little. The labour unions restrict the number of apprentices to limits grotesquely below obvious needs. The boys suffer from the jealousy and incompetence of those who are supposed to teach them. The situation of a boy whose teachers wish him to remain ignorant is lamentable. Partly as the result of these things the standard of excellence in American workmanship is surely deteriorating. The number of workmen who can do a good job is growing smaller."

SOME GLASS AND CHINA SHOPS IN IRELAND.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

I WAS recently instructed to pay a short visit to Ireland, where, I find, there are many subscribers to the POTTERY GAZETTE. Considering my brief stay there, the limited area I was able to cover, and the comparatively small number of dealers I was able to call upon, I cannot pretend to give anything like a comprehensive report upon the glass and china trades generally of the sister kingdom. I shall therefore relate my separate experiences at the several shops and warehouses I was able to visit, and these experiences will give such impressions of our retail trades in Ireland as circumstances enable me to form. In ascertaining the condition of the retail trade we of necessity get an insight into the condition of the country generally. In all countries, the prosperity of the shopkeepers depends upon the spending power of the population, supplemented by the money spent by visitors. Ireland depends largely upon agriculture, and knowing this, even a stranger experiences a feeling of regret as he passes through some of the districts by rail even. It is painful to notice so much land uncultivated in a country which depends so largely upon its cultivation. This is a sore point with all intelligent tradesmen, who have reason to lament that the industrial product of the country is so much less than it might be. Just now there is an improvement in the linen industry, and also in shipbuilding, and tradesmen know it and appreciate it. But though they have long been familiar with it they are unanimous in lamenting the absence of agricultural enterprise. "Ireland contains little irreclaimable land, and even in mountainous districts which are unsuitable for tillage there is often soil sufficient, with the aid of the moist climate, to yield pasturage of superior quality in great abundance. More than two-thirds of the country, being less than 500 ft. above sea-level, possesses a temperature well adapted to all the usual kinds of crops." And yet, with all these favourable natural conditions, Ireland is far behind other portions of the United Kingdom in agricultural progress, both as regards the conditions of the labourers and the development of the soil for producing food. But, it will be asked, what has this to do with the glass and china shops in Ireland? Those who move about amongst the glass and china shopkeepers can answer the question at once. The land question not only concerns the farmer and his labourers, but practically every wholesale and retail dealer in the country. The intelligent Irish are naturally enthusiastic and imaginative, and in my short tour I listened with pleasure and with interest to several glowing word-pictures of what trade would be like if the land was wisely and fully cultivated. It is, indeed, very evident, that if all the land, or the greater part of that now neglected, was properly cultivated, the wages of the peasantry and the money received for the produce of the land would be spent, and the shopkeepers would get the benefit of its circulation. I confess I did not understand the real Irish feeling towards this country so clearly as I do now. Amongst the thoughtful it is as friendly and loyal as any one could wish.

It is a sad thing to remember that this beautiful country —and it *is* beautiful—extending 306 miles from north to south, from 120 to 180 miles from east to west, and covering an area of 31,759 square miles, at the present time contains 1,137,300 fewer inhabitants than are included in the London Metropolitan Police District. The most serious complaint I heard against the British Government was that it had not taken steps to prevent the depopulation of the country. According to the Census Commissioners the population of Ireland in 1841 was 8,196,597, while in 1901, after an interval of only sixty years, the number of the inhabitants was reduced to 4,458,775. This has been due chiefly to emigration. Many of those emigrants have assisted in the development of industry and commerce in other countries. What would the retail trade in Ireland be to-day if they had stopped at home and done the same for the Irish industries, thus not only spending their own earnings here, but providing funds for others to spend? That, however, is a question which is not included in my instructions. I have to call upon some of the four and a half millions who are living and working still in the old country —selecting, of course, those who are actively engaged in our own trades.

Mr. J. F. ATKINSON, 56, Dame-street, Dublin, has a very large and well-assorted stock of plain, cut, and engraved glassware—breakfast and tea services, dinner and dessert sets, and a very extensive variety of toilet services, which include the most up-to-date in shapes and decoration. The miscellaneous collection of samples of stock lines is very comprehensive, including everything in pottery and glass that is required in and about a house. The stock is not limited to useful goods, for there is almost as varied an assortment of ornamental and decorative china and glass for use in the household and for presents. The latter is a marked feature in Mr. Atkinson's display. Goods are indicated as being specially suited for wedding, birthday, and other presents. Dealers, as a rule, are not sufficiently alive to the advantages of suggesting articles for presentation purposes, by giving them prominence in their shops and by labelling them. Visitors buying other goods, who may have been thinking of sending a friend a present, will often make the purchase at once if they see something they think appropriate. (Christmas and New Year presents should prove good selling lines at this season, but the goods must be shown. It is slow work keeping handsome presents in stock and waiting for customers to ask for them). Mr. Atkinson's business is a well-established one, having been founded by the late Mr. T. Leetch, in 1850. There is a good family connection in addition to a steady passing trade. "The City China Warehouse," as the Dame-street shop is called, is a well-known market for all kinds of housekeepers' wares, and I imagine that one secret of the large and steady trade done is in the completeness of the stock kept. The housewife knows that she will be able to get anything she wants in pottery and glass at "Atkinson's." There is a double front, and both windows are very skilfully arranged. The shop is not a very wide one, but it goes back about 100 ft., and there is a large showroom upstairs, more particularly for glass goods. The rear portion of the shop, of which an illustration is given, is a long and lofty room with a dome-like roof, oviform, and with alternate sections of plate glass. As will be seen, the goods are nicely arranged on specially constructed and light framed stands and shelves running lengthways down the showroom. The light from the roof is excellent. There is a unique feature about the front shop, not shown in our illustration. This consists of an oval-shaped opening (or "well-hole") passing up to the third floor. Light glass shelves are shown round the sides of this opening, with fancy pieces displayed on them. The top, instead of being left quite open, as is usual, is covered by a sheet of plate glass on which a few small and light fancy articles are shown. This forms part of the showroom display on the third floor. The effect of this is very striking, by daylight, but studded in this opening at irregular intervals there are pretty electric-bulb lights, and when lighted at night there is quite a fairy-like appearance when seen from the ground floor.

Dublin, like most other important cities, is intersected

by a river, which runs from west to east. I am told the name of the original town was Dubhlim, or the "Dark Pool," not much of a compliment to the River Liffey on which it is built. Unlike London, the centre of the city is on the south side of the river, and most of the places of interest and many of the principal shopping thoroughfares are there also. I happened to be staying in the extreme north, but the tramway service is most excellent, the electric cars running every three minutes in all directions to and from Nelson's Pillar, a monument 120 ft. high, in Sackville-street. Sackville-street is one of the finest streets I have ever seen. There are longer streets, but none, either in London or New York, to equal it in width. As I was looking out for china shops, instead of taking the car, I walked the whole length of Sackville-street, across the D. O'Connell Bridge (by far the widest bridge I have seen), along Westmoreland-street to the Bank of Ireland, perhaps one of the finest thoroughfares in the city, and there was not a china shop to be seen. It is very curious that from Westminster Bridge to Ludgate-circus, in London, from the Royal Exchange to London-road Station in Manchester, and from Rutland-square to the Bank of Ireland and College-green in Dublin—three most busy thoroughfares in three most famous cities—our trades are not represented by a single shop. In a line, however, with Westmoreland-street I came to Grafton-street, and a china shop at last, that of

Mr. Percival Jones, 43, Grafton-street. I called, and found that Mr. Jones had died quite recently. The shop is a fine one, with two large windows in front and a spacious interior running a considerable distance to the rear. The inscription describes the shop as a "China, Glass, and Lamp Establishment," and I understand the business is an old one. The business, I am told, will be continued by the widow. I did not see her, but the person in charge said that as soon as the late Mr. Jones's affairs were arranged the shop would be entirely restocked. The business has not stopped, but at the time of my visit the whole place was being overhauled. A good class of trade seems to have been carried on, judging from the stock I saw. One of the front windows was devoted exclusively to Belleek pottery, of which a fine show is made. Belleek ware is associated in the minds of many persons with fine china only, in teas, breakfast services, and fancy pieces, but the company make white and self-coloured earthenware bodies in dinner and toilet ware. Mr. Jones seems to have stocked both wares, and I met with Belleek earthenware in many shops. I do not suppose it would have any sale (like the china) outside Ireland. It is too heavy, but that is a quality that would, I imagine, commend itself in many districts of Ireland. Yet dealers tell me the manufacture of earthenware is not much pushed.

Mr. H. Blairmann, collector, importer, and exhibitor of porcelain, paintings, &c., has a shop at 8, Grafton-street, and also one in Llandudno. The shop in Grafton-street is under the management of Mr. Latham, who has many acquaintances and some family connections in the Staffordshire Potteries. Modern china does not come within their line of business; indeed, for the greater part they handle Continental goods. The only British pottery they take notice of is antique. Mr. Latham is, however, well acquainted with English pottery, and takes considerable interest in the trade. Mr. Blairmann's business has been established upwards of twenty years in Dublin.

The Junior Army and Navy Stores, Ltd., D'Olier



Mr. J. F. Atkinson, Dublin.

House, have an important glass and china department under the management of Mr. J. Miller, the buyer. There is a very large assortment of best and medium-priced pottery and glass. The selection shows good judgment, and there is variety enough to please all tastes. The show of table glass is particularly good, and has the advantage of an excellent light. Mr. Miller's department is upstairs, and runs round a large "well" or opening into the floor below. The very best British goods are shown, and the glass is nearly all British made, and the best of that. There is very little foreign glass, and only a little foreign fancy china. This is, of course, a branch of the Junior Army and Navy Stores in London, and only members are supplied. This is a strict rule in Dublin, and care is taken that no one is served who is not a member, so that the customers are limited to members of the two services. Mr. Miller is,

therefore, not subject to some of the fluctuations in trade that affect the ordinary dealer, but even he complains that the tendency on the part of the public is to be content with cheaper things than they were a short time ago.

WHYTE & SONS, glass and china merchants, South Great Georges-street, Exchequer-street, and Marlborough-street, have one of the best china and glass shops in the city. Theirs is a very old business, the shop in Marlborough-street having been opened towards the close of the eighteenth century. They do a high-class trade, the very best, in fact, but they also stock medium-class lines in great variety. They have a fine and extensive range of premises at the corner of Exchequer-street and South Great Georges-street, with windows and entrances in both. It is in recent years that the business has attained its present magnitude, though the firm of Whyte & Sons has been prominent in the trade for a long time. The domestic requirements in pottery and glass have increased and improved during the last quarter of a century in Dublin as elsewhere, and Whyte & Sons have always been quick to meet those requirements, and thus their business has grown. On the occasion of my visit there happened to be a number of customers being served on the ground floor, but the premises are so large and so well arranged that each customer is isolated, and able to do business with a considerable degree of privacy. I met young Mr. Whyte, who is energetically sticking to the shop, as his ancestors have done. This is much more sensible than entering one of the professions, which seems to be the fashion among tradesmens' sons of to-day. I also met Mr. John Townsend, the firm's manager, who has been with them for upwards of two-and-twenty years, and has, therefore, been associated with the exceptional development of the business. It is no exaggeration to say that Mr. Townsend is one of the most popular men in the trade. He is well-known, too, and respected by a large number of manufacturers and their representatives, and also is well spoken of by numbers of his fellow-tradesmen. I am sure that many who read these lines will claim Mr. Townsend as a personal friend. He is a good example of the immense advantages of apprenticeship. As a lad of sixteen he commenced business with a firm of auctioneers in Cheltenham, and then acquired a partiality for handling china and glass. It was in that way be became acquainted with Mr. Henry Neale, of Queen's Circus, Cheltenham, who asked him if he would like to learn the trade. This was what he wanted, and, his father approving, he was apprenticed to Mr. Neale, and remained with him nine years. Mr. Townsend speaks highly of the pains Mr. Neale took to teach him his business. Through the influence of Mr. F. C. Painter he obtained an appointment with Hands & Sons at Rugby, with whom he remained five years. Mr. Townsend speaks with great respect of Mr. Painter, and has a grateful remembrance of the encouragement he received from him and many others. He was brought much in contact with the students at the school there in supplying them with ornaments for their studies. The Agnews and the Tooths, Jessells, Brownfulds, and many others of fine art note were at the school at the time, and Mr. Townsend says their artistic proclivities must have inspired him, for he is an enthusiastic lover of high-class china and glass. In 1884 he went to Whyte & Sons, and has remained with them ever since. The stock he controls and, I presume, bought, is, for the greater part, high class, and all the best makers are well represented in it and in the selection the best taste is evinced. It is not alone the goods displayed but the method of arranging them that produces the artistic effect presented by Messrs. Whyte's shop seen from almost any point. The same remark applies to the window displays. One of the windows is full of British glass. Mr. Townsend pushes British pottery and glass as much as he can, and says he does not sell foreign goods if he can possibly help it. He says the public will not now pay fair prices for glass, and so he is compelled to stock foreign productions. The firm have a fine show of Belleek ware, principally ornamental china. I did not notice any Belleck earthenware though it was probably in stock. In English dinner and tea ware the firm make a feature of sets with monograms and crests, and have certain shapes and patterns reserved to them. They supply glass, china, and earthenware on hire for balls, dinners, and suppers. The stock they keep is a very large one, both in useful and ornamental goods, and their shop for displaying them is necessarily large also. The spacious ground floor consists of a series of rooms opening irregularly one into the other after the manner of an art gallery, and without doors to separate them. It will be remembered that ten years ago the proprietors of the POTTERY GAZETTE offered (amongst many other prizes) "a prize of three pounds for the best photograph of an interior of a china and glass shop." Although it is impossible to get anything like an extended view of the shop from any one position, Whyte & Sons were awarded the prize for the photograph of a view of part of their interior, and a reproduction of the photograph was published in the POTTERY GAZETTE. The really beautiful and imposing interior fully justifed the prize awarded to the photograph of it, though the photograph does but partial justice to the original.

Mr. Townsend told me they used to keep their own cutters and engravers for decorating plain wines, tumblers, &c., but the importation of cheap foreign cut and engraved goods killed that trade.

Mr. THOMAS COSGRAVE, Crown Showrooms, 10, Crown-alley, is both a wholesale factor and a manufacturers' representative for British and foreign glass, and is also representing several firms in the Staffordshire Potteries for china, earthenware, and sanitary ware. Mr. Cosgrave seems a very business-like and enterprising young man. He imports direct all the foreign glass he handles; some he unpacks in his warehouse, but with the greater part he does not break bulk. His business is with the smaller retail distributors, and he periodically calls upon them practically all over the country. Mr. Cosgrave speaks very highly of some manufacturers, but has many complaints to make about others. From what he said to me, and from documents he showed me, it appears that he has not been treated fairly. He mentions a case where, after he had opened an account with a customer, and taken repeat orders, the manufacturers wrote him (the customer) suggesting that he should send his orders direct to them, and quoting him lower prices. But his strongest complaint is respecting the late delivery of goods. He says he has lost good customers for other goods because one maker in Staffordshire disappointed them over wares ordered in plenty of time and promised for early delivery. I explained to him that manufacturers often have unexpected difficulties to contend with, and it was most likely the delays were really unavoidable. He blames manufacturers for making promises and then making, apparently, little effort to keep them. His complaint is that makers do not keep faith with customers. That they can do so, he says, is clear, because so many of them can be relied upon to do so. He makes another charge against manufacturers, and one that I have heard in several parts of England. That is that "seconds" of new shapes are so soon sent into the same district as the first consignment of best goods. These seconds are sold at about half the price of best goods, and the sale of the best is thereby spoiled. I did not find Mr. Cosgrave at all unreasonable. He is an intelligent business man, and spoke very well of some manufacturers, who, he said, treated him fairly, with the

result that the business paid them both. He says "cutting prices" has been the ruin of the glass and china trade in Dublin, and that dealers are largely responsible for it. I reminded him this was an old complaint, and by no means confined to Ireland. Our trade suffers more than many other industries from reckless competition, and it is not easy to devise means to stop it.

Mr. James Hill, 7 and 8, Bachelors'-walk, is not concerned in modern pottery and glass; his interest centres in "antiques." His business is multifarious, and amongst others he has the following departments:—Auction and house agency, house furnishing, motor car and carriage. These are conducted in adjoining premises fronting the Liffey. The carriage and auction branches are extensive. His business as an auctioneer and house agent no doubt assists him in the acquisition of antique pottery and glass. Of the former he has a large and choice assortment in stock. I had not the pleasure of seeing Mr. Hill himself, but a courteous representative showed me some interesting old china of various nationalities, in cabinets specially made to preserve and display it. Each of his branches of business probably brings him in touch with antiques that are for sale, and at the same time introduces customers who purchase selections from his stock.

Mr. Alexander Sweeney, 107, Great Britain-street, has a business which was established forty years ago by his father, Mr. Bernard Sweeney. For many years a satisfactory wholesale and retail pottery and glass trade was carried on, principally in medium-class and the cheaper lines. Business, I understand, was at one time very brisk, but competition from many quarters rendered it impossible for Mr. Sweeney to maintain his turnover. The son (who now conducts the business with his mother) says the pottery trade is even worse than it was. He blames some of the manufacturers, whose representatives, he says, have spoiled his trade, at any rate, by cutting prices. He is not in a very large way of business, and yet the representatives of manufacturers from whom he bought, sold their wares to the dealers who bought from him, and at prices even lower than he had been paying. In his retail business the public now want everything so cheap that he could not make a living out of pottery and glass alone, and so has added other lines, and now sells oils, soaps, and household requisites generally. The shop, though not a large one, is in a good corner position, and I was surprised at the amount of business done there. They have good storage room, and Mrs. Sweeney spoke of the brisk trade her late husband once did there in pottery and glass alone.

Mr. C. Murphy, 100, Great Britain-street, has a large window in which there was a very good display of glass ware. At night, when lighted up in brilliant style, the window was a splendid attraction. It was conspicuous to me at some distance and from the opposite side of the street. The window space is not lofty, but it is wide and deep. The whole of the window-board was filled with useful and fanciful flint and coloured glass goods, nicely arranged with ample space between them. There was no raised stand, and not even a tall epergne in the window. Whoever dressed the window relied for his effect upon the abundance of light and the tasteful arrangement of glassware as upon a flat table. Glass and china is but one out of many departments which go to make up Mr. Murphy's general house-furnishing business. The other departments include ironmongery, brushes, lamps, and miscellaneous personal and household requisites. I am sorry I did not see Mr. Murphy, although I called twice. Other windows were dressed with miscellaneous selections from the very large stock kept. The china and glass department is very complete, and practically all grades of goods are shown except the most expensive. The person in charge was busy with customers each time I called, and I was therefore not able to obtain any more information about the business than I could glean from observation. I learn from other sources, however, that the business has not been established very long, and that Mr. Murphy is a very enterprising tradesman, bent on doing business. The whole appearance of his shop fully confirms this estimate of him.

Clery & Co., Ltd., are an old-established house with a good reputation. They were, I believe, originally drapers, but, in accordance with the custom of the times, they have added several other branches of retail business, and one of them is devoted to china and glass. This department is under the able control of Mr. J. H. Leather, who is responsible for the buying as well as the sale of these lines. Mr. Leather has stocked his department very judiciously. The stock is nicely varied in character, and is such as to suit the middle and better-class householder. The stock of dinner ware is a good one, including the latest shapes and decorations and some shapes manufactured especially for them. There is a great advantage to a firm like this, doing a good family trade, in securing specialities of their own. A good show is made of fancy lines, and china ornaments are conspicuous amongst them. The company do not make a great window display of our goods, but customers to other departments pass through or round the china department, and thus strangers have the goods brought under their notice.

Mr. A. McLaine, glass and china warehouse, 19, Essex-street, claims that his is one of the oldest glass and china businesses in Dublin. He has been there himself forty-seven years, and succeeded a Mr. Warren, who had been there nearly as long before him. Mr. McLaine does a large wholesale trade as well as a retail one. He has a very heavy stock indeed, comprising glass, china, and earthenware at very nearly all prices. I commented upon the unusually large number of samples of toilet services, when Mr. McLaine assured me he had upwards of one hundred different toilet sets on show. He keeps a proportionately large stock of other goods. There are some foreign ones amongst them, but only those he is obliged to keep. He thinks it a great injustice that foreign-made goods should be admitted into our markets free. Many dealers are only anxious to get hold of things cheap that will sell; they do not trouble themselves about where they come from. Mr. McLaine, however, wants protection against foreign competition, and although the competition is with manufacturers rather than with dealers, he says he does not like to see foreign goods displacing British manufacturers as they are doing at present.

Although, as I have said, the principal business centre in Dublin is on the south of the Liffey, there is a district north of the river which is one of the best shopping neighbourhoods in the city. I mentioned the fact that I did not find a china shop in Sackville-street or in other important streets in line with it. But there is quite a nest of china shops, wholesale and retail, to the west of Sackville-street and immediately behind the General Post Office. Henry street, Moore-street, and Mary-street are recognised all over Dublin as good shopping streets. In this respect they are in the same category as Rye-lane, Peckham; Upper-street, Islington; and the Brixton-road, London. The Dublin streets I have named, however, are close together, instead of miles apart, and of course they do not compare in size with the London ones, but they form a market centre to which people from all parts of the city go "to buy things." The locality is particularly prolific in china shops, so that their absence from the more imposing Sackville-street occasions no inconvenience to the residents, who know where to find them close handy. I called on some of the china dealers there; it was not possible to call on all in the time at my disposal. Though there are many good

glass and china shops there still, there are indications that our trades are not so flourishing as they once were. As I walked along Mary-street I looked for the once-familiar shop of poor Fred Vodrey. I knew he had been dead some years, but it never occurred to me that the business he ran would be dead too. I expected to find another dealer working it. I looked, however, in vain, and at length found the premises he used to occupy devoted to quite another business. I remembered that Mr. Vodrey had also a shop in Moore-street, close by, and went there. I went straight to where I knew his shop was, and found it, but it was shut up, and it looked as though it had not been used since the glass and china business he left was given up. If the trade had been in an encouraging condition someone would surely have been found to trade as "Fred Vodrey." Many of my readers will have kind rememb ances of the genial Irishman, whose worst fault was that he had too many words of a particular kind with which to emphasise his remarks.

Mr. GEORGE PRICE, china, glass, and earthenware merchant, 22 and 23, Moore-street, and 7 and 8, Moore-lane, has a very large wholesale business. He calls his place "The Wholesale Crockery Stores." The premises are spacious, and are filled with stock of all kinds in our lines. The Moore-street shop is the retail department, and it is right in the centre of the "shopping district" I have mentioned. Without a knowledge of this fact Mr. Price's shop would seem large out of all proportion to the neighbourhood. There is a large front window, lofty, wide, and deep, and the goods in it are skilfully arranged. There is room to show a little of everything, and that seems to have been attempted. Ladies "go shopping" as well as "to buy things" in Henry-street and Moore-street, and so the tradesmen in our own and other industries make their windows as attractive as possible, so that those who come to look may be induced to buy. In addition to a large floor space, Mr. Price has a fine showroom on the first floor. There is a well-hole over the front portion of the shop, and a gallery runs round this opening, which forms a showroom on the first floor for best goods. A good trade is done in cheaper lines, while at the same time there is even a large trade in best goods. A feature of the window display is that most of the goods are priced in bold, plain figures. This, no doubt, is for the benefit of those who are "looking about them," and are not likely to enter the shop unless they see something that interests them. Some dealers object to marking prices on goods in their windows, because it tells competitors the prices they are charging, and is thus an incentive to "cutting." My opinion is that the convenience to the public, with a consequent advantage to the dealer, far outweighs this objection. In the majority of shops in the London marketing districts I have mentioned, the goods in the windows bear price tickets.

JAMES NORTON & SONS, wholesale glass merchants, 14, Moore-street, claim to have the largest stock of glass in the trade. I called twice, but was unfortunate in not being able to see Mr. Norton. Their card describes them only as wholesale glass merchants, but they have a good stock of pottery of all kinds, and do a retail business as well. They are in the heart of the shopping district, and I am sorry I could not obtain any particulars of their business.

HAMPTON, LEEDOM & Co., Central Store, 50, Henry-street, are general providers, but they have a large and useful stock of glass, china, and earthenware in the place where our goods are usually found in "stores," that is to say, on the first floor. They have a fine showroom running round the oviform opening over the shop below. Their pottery department is very complete, with all grades of our goods—the very best, medium class, and cheaper lines. The useful articles include up-to-date shapes and patterns in all domestic ware and a nice variety of the ornamental. They have a very fine show of epergnes and flower-stands in flint and coloured glass, and a good choice in glass tubes and flower holders. Another line which is well represented is glass for table decoration. Ornaments for the dining and supper table are receiving considerable attention from manufacturers with most pleasing results. Hampton, Leedom & Co. make a good show with them. I do not want to speak disparagingly of Henry-street, but I confess the street itself is not one in which I should have expected to find such high-class goods in pottery and glass as the company are showing. This circumstance further emphasises the fact that Henry-street is an attractive shopping centre.

THE MESSAGE OF POTTERY.

WE regret that we have not sooner been able to find space to insert the address given in the Longton Town Hall by Professor Armstrong, on the occasion of the annual distribution of the prizes gained by students at the classes in pottery promoted by the County Council. We now reproduce the report of the "Staffordshire Sentinel" as follows :—

It is the privilege of the potter to make objects of beauty—he has practised his art from time immemorial, and more than any other artist can lay claim to models coming down from days of remotest antiquity ; to his work in particular are the well-known lines applicable :—

> "A thing of beauty is a joy for ever :
> Its loveliness increases ; it will never
> Pass into nothingness ; but still will keep
> A bower quiet for us, and a sleep
> Full of sweet dreams, and health, and quiet breathing.
> Therefore, on every morrow are we wreathing
> A flowery band to bind us to the earth,
> Spite of despondence, of the inhuman dearth
> Of noble natures, of the gloomy days
> Of all the unhealthy and o'er-darkened ways
> Made for our searching ; yes, in spite of all,
> Some shape of beauty moves away the pall
> From our dark spirits."

We are told that among the Egyptians of the Ptolemaic period the potter was used as a type of the Creator, which is some indication of the esteem in which he was held ; the least we can do is to recognise that it is in his power to write enduring sermons on stone—and no one to my knowledge has expressed this more clearly than Keats in his charming poem but five verses long "On a Grecian Urn," the final verse commencing "O Attic shape !" ends with the lines

> "When old age shall this generation waste
> Thou shalt remain, in midst of other woe
> Than ours, a friend to man, to whom thou sayest,
> 'Beauty is truth, truth beauty'—that is all
> Ye knew on earth and all ye need to know."

These last lines are very noteworthy. But although Keats could see so important a message in a vase, he doubtless had only form and design in mind, and gave no thought to the material itself ; in his day little was to be said of this, the "sciential brain" had scarce attempted to imperplex its secrets ; meanwhile, knowledge is grown apace, and the story to be told of mere clay, unworked, unformed, unbaked, scarce digged from the bowels of the harmless earth, is now of transcendent interest. And yet, so backward is our civilisation, few of us know this. My plea to-night is that in this district especially it is important to culivate a far deeper knowledge of pottery than now exists, to understand fully the message it bears, the many messages it may carry. We are most of us conscious of the ugliness of and misery around us, of the lack of interest displayed by the majority ; but even thinking men do little to force on improvements. In one respect only is much improvement to be recorded—in sanitary matters ; the community has recognised that general cleanliness and proper drainage, especially clean water, are necessities, that if these are not secured the danger to life is incessant. Sharp warnings are given occasionally, as, for instance, about three weeks ago, the outbreak of enteric fever at Fleetwood among officers of a battalion of the North Lancashire Regiment, when no less than seven were attacked, and two died. Such attacks in my youth were regarded almost as dispensations of Providence, we were but beginning to think that, in some way, they were connected with drains. Now,

it is established that a very large proportion of the diseases which affect mankind are caused by minute organisms—so called bacteria; the fevers, consumption, small-pox, malaria, are all traceable to these. Some of you will recollect the "War of the Worlds," by H. G. Wells, in which strange beings are depicted as coming upon the earth from the planet Mars; for a time they commit fearful havoc, being gifted with cyclopean means of offence—but in the end they are slain by bacteria, against which their systems were unprepared. "These germs of disease," as Wells says, "have taken toll of humanity since the beginning of things—taken toll of our prehuman ancestors since life began here. But by virtue of this natural selection of our kind we have developed resisting powers: to no germs do we succumb without a struggle, and to many our living frames are altogether immune. . . . By the toll of a billion deaths, man has bought his birthright of the earth, and it is his against all comers. . . ." For neither do men live nor die in vain. Gradually we are learning how to combat these diseases; yet as the world enlarges and we go further afield, entering new countries, it is still possible for us to be placed in the position of the Martians. In Central Africa, for instance, the fearful disease known as sleeping sickness, bred in the forests of the interior, is fast spreading to the coast and killing off the native population. Europeans were supposed at first to be proof against it, but this seems not to be the case. If so, the occupation of Africa will depend on the discovery of means of counteracting the disease. European cattle cannot live unprotected in South Africa—they are subject to attacks by all sorts of organisms, either bacteria or protozoa. And cereal crops, such as wheat, are affected by a fungoid growth which has comparatively little effect on them in our more temperate climate. To make agriculture possible in such a country as South Africa, the various pests which afflict animals and plants must either be destroyed or their effects counteracted in some way or other; both methods are being adopted: thus sheep are guarded against ticks by frequent dipping into arsenical liquids, and cattle are protected against the tsetse fly by a treatment akin to vaccination. While Nature, in a sense, thus resents our intrusion into new fields, we are insistent in denying her right to keep us back; and, we are winning at many, if not at all points. Our intelligence, our civilisation, are developing to such a pitch that it is clear that, if we will, we may rise superior to almost every occasion. As Professor Ray Lankester puts it, we are rebels against Nature—successful rebels, too, in not a few respects; where we fail most often is in overcoming ourselves.

The rate of progress depends entirely on ourselves. The one essential condition of progress undoubtedly is that we all learn, more or less, to think for ourselves and appreciate the factors which make for progress. The chief difficulty, the chief bar of progress, is the difficulty we have in overcoming our own prejudices, and of moving with the times, a consequence apparently of disinclination we show both in thinking for ourselves and in allowing others to think for us. We perhaps fail to realise how very different the conditions are nowadays from those which prevailed formerly. That a small body of men of inventive genius—not a few of them Englishmen—waving the magic wand of science, almost in the lifetime of a single monarch have made the whole world kin, and, at the same time, most of its peoples competitors in the game of commerce. The field is therefore a very wide one, and the game consequently a very difficult one to play. A few pioneers, who will not be denied, are marching ahead of civilisation; those who appreciate their work and follow them first reap the benefit. We, it is said, are becoming slow of appreciation; others, therefore, are gaining on us. Although history is taught in our schools, the narrative is carefully broken off before the period at which the interest becomes acute; the steam engine is allowed to convey children to their lessons, but its revolutionary influence is left unpainted. At present we are too much led by mere men of impulse. Although the result, in the end, may be some progress, in the sense of experience gained, experiments are too often made without sufficient consideration or count of consequence—from a too narrow point of view. The attribute prejudice, which plays so large a part in regulating human actions, is to a large extent the outcome of ignorance and lack of method. Our politicians lack method and they have little sense of precision. Workers in science have evolved a method, the scientific method, involving the gradual and cautious passage from the known to the unknown. Workers in politics have no such method at their disposal. Too often they are grossly ignorant of the real nature and extent of the problems which they deal with and seek to solve; sentiment masters their actions. In these days of severe and wide competition, however, it is dangerous to make mistakes—a position once lost is not easily recovered. The application of scientific method to public affairs is, consequently, becoming a matter of paramount importance. The conditions under which the world lives and works are so complex that the average man requires guidance to an extent out of all proportion to what was necessary in the past. Unless, therefore, we become a disciplined and organised people it is scarcely likely that we shall hold our own against directed external competition. It is a law of nature to fight, the instinct seems to be innate in animal substance, not a mere acquired fashion; and unless the instinct be properly developed and trained we must inevitably go down in the struggle for existence. "The survival of the fittest"—the expression we owe to Darwin—now takes its place before all others as a motto to be written on the banner of civilisation. History teaches by manifold examples, largely through pottery, that former civilisations have been wiped out by less instructed but more virile peoples. The world is clearly in a state of ferment; let us look to it that we maintain our virility. To not a few of us, the signs of growing impotence and lack of discipline are not a little alarming.

In this, as in all manufacturing districts, science and industry must be brought into an effective alliance. On no other basis are prosperity and happiness possible, for the simple reason that, in these days, an industry that does not repose on a scientific basis is one which has no proper knowledge of itself, science being nothing more than organised systematic knowledge. Scientific training, training in method, is required by all. Scientific knowledge, true knowledge, must be public possession. There are opportunities of using it in every direction. To give an illustration very near home. We have just passed through the big gooseberry or silly season, when the newspapers, being free from the incubus of politicians, have opened their columns to correspondents of all kinds. Among other things, bread, a favourite topic at all times, has been under discussion. At present, people prefer very white bread. Every now and then some one comes forward and tells us that such bread is innutritious, that in preparing the flour from which it is made the most nutritious parts of the grain are got rid of. Stone-ground flour is advocated as being far better than that made by means of steel rollers. One writer vaunts the superior merits of whole-meal bread; while those of brown bread are bepraised by another; and a third proclaims the virtue of home-made in comparison with that of baker's bread. Lastly, it is said that teeth decay much more rapidly than formerly, that few people now have sound teeth, and it is asserted that bread has much to do with this. Whatever element of truth there may be in such assertions, it is only too clear that, as a rule, they are made by faddists without any sufficient or critical examinations into the circumstances. The question of bread and the still broader question of the value, both relative and absolute, of different foods are not easy questions to solve; but there is not the least doubt that they would be solved by carefully organised scientific inquiry. Society is almost wholly ignorant on such questions at present, and is usually advised by cranks and misled by advertisers. Medical men know almost nothing on the subject. Sweet fancy comes in and determines the choice when poverty does not compel. There cannot be a doubt, however, that the proper choice of food is of the utmost consequence on grounds of economy, health, individual performance, and even of the future virility of the race. Why do we not study the subject systematically; why does not the public require that proper inquiry be made? Simply because we have not learnt to think together, if at all; and because we have no imaginative power; because the public are so ill-informed that they do not understand the nature, still less the gravity, of the questions at issue. There is real work for women ready to hand in the study of such matters.

(*To be continued.*)

A Use for Broken Crockery.—An American contemporary waxes jubilant over the fact that the china and stoneware plants of Akron, Ohio, have hit upon a novel scheme to have broken pottery, moulds, and stoneware, which heretofore accumulated and placed the manufacturer at a large expense when they had to be hauled away. The broken ware is now being used by the city to fill in unpaved streets, and experiments reveal the fact that such materials make one of the best foundations for a macadam or cinder road that can be secured. The broken product is filled in the street, and a steam roller is then rolled over the mass, and this crushes and at the same time packs it, after which either macadam or cinders are spread over the top. This is highly interesting, but it is nothing new. In the Staffordshire Potteries broken crocks and saggars have been often used, not only for street mending, but for building walls, laying foundations, and decorating open spaces!

We all must read the papers nowadays,
No one's so poor but that he somehow pays
His ha'p'ny for his printed sheet diurnal.
But those who are so keen new things to know
Should in trade happenings some int'rest show,
And buy and read with care their own Trade Journal.

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RETAIL TRADE CONDITIONS.

(*Continued from page* 1273.)

(BY ONE OF OUR STAFF.)

AS explained in our last issue, we have endeavoured to obtain the opinions of retail glass and china dealers on the conditions at present prevailing in our distributing trade. Unfortunately, some of those conditions operate unfavourably to our traders. Whenever two or three dealers happen to meet, trade conditions immediately form the subject of discussion. In our visits to provincial towns the dealers upon whom we call invariably have something to say on certain trade features or practices that, in their opinion, want altering. It is a difficult, almost an impossible, thing for a dealer, or even a number of dealers in one town to effect an alteration in a trade custom that is generally followed. So far as working arrangements with glass and pottery manufacturers and with railway companies are concerned, dealers in all parts of the kingdom are practically similarly placed. What we want in our trades is an occasional opportunity for retail dealers to meet for the discussion of matters in which all are interested. We hope that such a meeting may be arranged in the near future, either in London or in some convenient provincial centre. There are probably many little irritating grievances which dealers encounter, grumble at, and endure individually, which might be removed at once if a score or so would only co-operate in obtaining the removal.

As there was no prospect of an early meeting of retail distributors for the discussion of trade subjects, we have submitted by post (on a form with spaces for replies) a list of twelve questions to glass and china dealers throughout the United Kingdom. Numerically, the responses have been very satisfactory. Whether the answers we have received are to be considered satisfactory or not will depend upon the point of view from which they are looked at. We commend the replies we have received to the thoughtful consideration of both manufacturers and distributors, and we hope they will be found useful to both. We have afforded an opportunity for dealers to speak their minds freely to manufacturers, and we now give manufacturers the opportunity of reading what their customers have to say. At the same time, we are giving dealers in all parts of the kingdom the opportunity of reading what their fellow-dealers have said in answer to the questions to which they have already replied.

We propose to deal with the questions in numerical order, summarising the bulk of the answers, while giving some in the exact words of the signed communications. It will be remembered that we shall reserve any opinion of our own until the end. At present we shall merely voice the opinions of the glass and china dealers who have favoured us with them. No offence can be taken; there cannot be anything personal about the communications, since no names will be mentioned. On some questions it is possible that manufacturers who have had to consider a complaint from a customer will have the advantage of reading what other dealers, who know nothing of their particular case, have to say on the same question.

We have tested several forms of classifying the multitude of replies we have received, and in order to economise space we have decided to summarise the replies to the first four questions in one section, and to take the replies to the others afterwards in the same way. The questions were:—

1. Are your sales of foreign pottery and glass increasing?
2. If so, kindly say in what particular line you find this the case?
3. Can you account for this?
4. Do you charge the same percentage of profit on foreign goods as on British?

In answer to No. 1, one-third of the returns lump pottery and glass together and say "No"; a fraction of these add, "On the contrary—decreasing." The other two-thirds all report an increase in their sales of glass, but about half of them say their sales of foreign pottery are not increasing. The increases are mostly described as consisting of glass tumblers, wines, flower vases, dishes, and publicans' glassware, and of china tea sets, trinket sets, figure vases, dessert ware, candlesticks, and fancy ornaments. In answer to No. 3, there is a remarkable unanimity in accounting for the increase in the sale of foreign glass. We shall give a selection from these replies in the words of our correspondents, which will explain this point clearly, but we may say here that price is the principal consideration; then the system of packing and free delivery, the great convenience of which to the distributor is commented upon. Some other advantages given by foreign makers are mentioned in detail in some of the replies quoted. Price and attractive decorations, coupled with excellent packing, free cases, and free delivery, are the principal causes of the increase in sales of foreign pottery. In answer to No. 4, a few content themselves by saying "Yes," but the great majority—over 90 per cent.—admit they get larger profits on foreign goods than on British. Some give their reasons for adding this larger profit, and others mention what profits they do get on foreign ware. This is an important feature in the inquiry, which we shall not comment upon yet.

The following are selections from our correspondents' answers to Questions 1, 2, 3, and 4, beginning with those who report that their sales of foreign pottery and glass are *not* increasing:—

A. "No. We find more demand for British goods. We used to sell a great deal of foreign dessert ware, trinkets and vases, and general nick-nacks, but now it is mostly British. The English vases and trinkets cannot be beaten from any other market. We still sell a great deal of foreign table-glass, but the home manufacturers are waking up, and if they would trade as the foreigners do I believe they could beat them in many lines. I mean as to quantities—25 and 50 dozen at a time—at a lower rate. We get a larger profit on foreign glass."

B. "We as far as possible avoid keeping foreign glass and china, and have practically none in stock except for some hotel and railway contracts. We charge the same percentage of profit on foreign goods as on British."

C. "No. We are pushing British goods in preference to foreign when prices will allow us. Foreign goods give us, as a rule, a much larger profit."

D. "Taking all round, I think not. There is an increase in sale of foreign-cut tumblers, accounted for by the difference in price. I can buy English plain tumblers cheaper than I could, and can sell them as well as, or better than, foreign. I charge, as a rule, a much higher percentage on foreign goods, especially so in regard to the above-named cut tumblers."

E. "No, not with me personally; but, on the whole, sales are increasing to an alarming extent in Ireland, especially in china plain stock lines, and also tea sets, which foreigners can offer (very similar in make and decoration) at 20 per cent. under prices of home goods. How to account for this seems to be a question for manufacturers only. There is something more than cheap labour responsible. I usually get more profit on foreign goods."

F. "Not during the last two years. The public taste has veered to the home styles more. We generally get more profit on foreign goods."

G. "I think not. Each succeeding year the English houses are producing articles which successfully compete with the foreign ones. This is especially the case in the matter of glass. As regards ornamental pottery, the foreign houses are far ahead of the English in respect of cheap productions. If the English Trades Union opposition to labour-saving machinery could be broken down, our English works would again prosper. Generally speaking, we get about the same profit on foreign as upon English goods."

H. "In glass only, and then it is tumblers, wines, and decanters. The increase in pottery is very small. Foreign china tea sets were selling at one time, but our own manufacturers are now turning out just as cheap sets. Then the matchings are easier to obtain at home. We bought eighteen tea sets from abroad last November. They were delivered in March. Seven of these sets were broken in transit. We ordered matchings to complete them in March, but they are not yet to hand. We charge the same percentage on foreign as on British goods."

I. "No; rather the opposite—with the one exception, perhaps, of cheap Belgian glass, and that sells on account of the price. We charge equal profits on foreign and British goods, but get more profit on cases; and then there is the freedom from packing charges, &c."

J. "No; decreasing. This applies to all kinds of foreign glass and china, and is accounted for partly by bad trade and partly by the general outcry against everything foreign, which will, one of these days, make things pretty hot for English goods abroad. We get much less profit on English goods."

K. "No; we have never sold a large proportion of foreign goods; we push English-made goods with success. In common goods the publicans take a large proportion of foreign glass on account of the low price. The English-made article is prohibitive to the publican. We charge a higher percentage of profit on foreign goods, but even then, in the cheapest lines, they come out much lower than English-made glass."

A large number of correspondents simply say "No" to the first question. Others say "No, we do not encourage them." Several say "No, but rather decreasing." One says, "I keep the sale of foreign goods down as much as possible, except tumblers. I cannot sell English tumblers." A firm says, "We get nothing from foreign manufacturers that we get from English makers at the same price, and we get the same percentage of profit on both." Very many replies say sales of foreign glass are increasing, while there is no increase in the sales of foreign china. A number say their sales of foreign china are decreasing. In all the replies (about 100) we are including in this summary, the rate of profit is stated to be more on foreign goods than on British, with very few exceptions. In those exceptions the profit is given as the same on both. We only find one instance of a larger profit on British-made goods, than on foreign.

In the number reporting an increase in their sales of foreign pottery and glass, very many content themselves by adding the word "Yes" to the first question. One says, "Yes, they have done for years." And several say "Steadily increasing." We give the following selection of replies to our first four questions in the original words:

L. "Yes, very much. In all kinds of glass. In china trinket sets, vases, ornamental goods, sick cups, toast racks, emets, teas, tapers, and candle sticks. In glass the foreigners' price is less than half the price of British. In china foreign makers get up attractive designs at low prices; they deliver free; they pack beautifully, and there is rarely any breakage. We demand a higher profit on foreign goods, because they look worth more money."

M. "Most decidedly; the increase is in things in general. In the first place the price, and secondly, in the majority of cases, the decoration and general get up of the goods are more effective. Generally speaking, I obtain a larger percentage of profit on foreign goods. This especially applies to glass."

N. "Yes, they have gradually increased for some years, particularly in tumblers. The English makers are not in the market with the foreigners for cheap blown tumblers—plain, etched, or cut; either as regards price, make, or quality. We usually get more profit on foreign goods."

O. "Yes, more especially in glass, viz., tumblers, caraffes, decanters, wines, &c. Sales of foreign ornamental china are increasing also. I mean imitation Worcester vases, and flower holders. As to glass, the reason for this increase is well known. I stock over fifty varieties of tumblers, eight of these are English. I have no option, price regulates the matter. In wines the proportion is about the same. The profit is usually larger on foreign goods than on British."

P. "Yes; particularly in table glass and art pottery. The foreign designs are generally much more artistic, and in many cases cheaper and better value. I account for this by the better technical education abroad; merit and skill not being crippled by trade union rules as they are in this country. I often get twice the profit on foreign goods which I can on English, and then they look cheaper and sell more readily."

Q. "Yes; in tumblers chiefly, and china trinket sets. There is (as to question 3) no competition from English manufacturers in these particular lines. Where the British maker does compete, the foreigner is not in it. The foreign goods stand a better percentage of profit."

R. "An increase in glass, particularly in tumblers. The difference in price between a foreign and English glass of just the same class is that the former is quite 33 per cent. cheaper, and no carriage to pay. I get rather more profit on foreign glass."

S. "Sales of foreign glass are increasing. This depends on what period you take. The last twenty years we have sold more than previously, but for the last five or ten years there has been very little increase. The increase is in tumblers, wines, and jugs. The English cheap glass is not so good in style or finish as the foreign at the same price, and the public will demand a cheaper glass of good appearance than the English makers supply. Our profit is about the same on foreign as on English."

T. "No, as regards china; yes, as regards glass—such as tumblers, wines, jugs, and practically all blown glassware. Accounted for by the general demand for low price goods. There would not be anything like the quantity of foreign glass sold by china dealers if they had not been driven to it by competition of drapers and others. We get a larger net profit on foreign goods, as there is no charge for packing and package, and in most cases delivery is free."

U. "Yes; in glass chiefly. English glass is too dear to sell. We rarely sell it at all. In china the foreigner has now a monopoly in trinkets and fancy goods generally. Then fancy goods are much cheaper and got up with more taste. In general goods such as tea sets, dinner ware, &c., the English goods are much better in every way. We do not stock foreign in these lines. We get exactly the same percentage of profit."

V. "Yes, and have been steadily for many years, in medium price and common glass particularly. The price governs it. The English glass makers cannot make tumblers within 25 per cent. at least of foreigners' prices. We get a better profit on foreign goods all round."

W. "Yes in glass and cheap china of great variety. and good tea sets. Our manufacturers follow too much in the footsteps of their forefathers in the Potteries. We often get more profit on foreign goods—never less."

X. "Yes, for glass and fancy china goods. The foreigner is apparently more precise and business-like in his transactions. Then carriage paid to your door, free packing, free case, and goods very good, considering price paid for them. More profit on foreign."

Y. "Yes. Chiefly in table glass and hotel glass, and cheaper class of china tea sets, vases, cruets, and useful household articles. Also stoppered confectioners' jars, small bottles, &c. My opinion is, English makers do not combat foreign introductions and methods of manufacture soon enough—in some cases not at all. They allow foreigners to get hold of the markets without striking out and competing. There are certain articles in my business that we are compelled to buy abroad because we cannot get them made in England—articles that are made in white glass and are knocking out English goods made in pale and cheaper metal. We charge the same percentage of profit. When we have to contract or meet competition foreign goods invariably carry more profit, but that is no inducement to buy to the detriment of English goods."

Z. "Yes, in ornamental fancy goods and table glass of all kinds. In glass, because of the great difference in price between home and foreign, and in fancy china goods because the home people do not seem to adapt themselves to make this class of goods. We get a greater percentage of profit on foreign goods all through, and find a ready sale in most cases at these profits."

a. "No. We only sell foreign tumblers and ornaments; the price and quality compel us to sell these. We charge the same percentage of profit—sometimes more on foreign."

b. "Yes, in table glass, tea sets, view and present china. Lower prices combined with more striking effects. We get a better profit on foreign goods."

c. "They are, in glass and also in china. The reason is we have free case, free packing, and free delivery, and the usual $2\frac{1}{2}$ per cent. or $3\frac{3}{4}$ prompt cash. We encourage the foreigner because of his civility. We put on the percentage of profit, on the merit of the goods. Some of the English we have to sell at cost to compete with the foreign."

d. "Not increasing, about the same; are trying to do more with the English. The shops in this town that are not regular china and glass shops keep a great deal more foreign than English. This is because it is cheaper. The foreigner will call anywhere he can get an order. This applies to the cheaper class of goods. Our town is glutted with cheap foreign goods. We get about the same percentage of profit. Some articles are better made and worth more; some are "rotten" (glass we mean), but we are obliged to purchase or we should lose many of our customers for other things. It is a pity customers will not be guided. In the end they blame their servants (when it is the manufacture of such rubbish) and then blame us for keeping it."

e. "Yes, in cheap and medium quality pressed, moulded, and cut glass, and in cheap china egg cups, vases, toast-racks, cheese stands, tea ware, &c. I account for this partly by the want of energy in English makers in adopting Continental methods of manufacture, the pig-headed attitude of the men's trade unions, and the failure of English houses to quote for goods, packages and delivery inclusive. We get a higher percentage of profit on foreign glass, and if you could see, say, an English pressed tumbler and a foreign tumbler side by side, costing the same price, you would see the reason why the foreign one sells, and sells at a higher price than the English."

f. "Yes, in glass tumblers, jugs, water bottles, &c., and in china trinket sets, general fancy goods, shaving mugs, &c., the foreigner has learnt to please the public (the ignorant public) by giving them the appearance of something good at a low price. We get more profit on foreign goods on the whole."

(g) "Yes, particularly in china tea ware. This I account for by the better effects of foreign goods and better value for the price. Mainly we get same profit on foreign as on British goods, but some bear a higher profit."

(h) "The sale of foreign glass is increasing in every line in my trade, viz., tumblers, jugs, wines, and all glass used by licensed victuallers. English half-pint stamped tumblers hold their own, however. I charge less profit on foreign goods because the market value is known to most people. Foreign glass is now going up again in price, but publicans will not pay more."

(i) "Yes, particularly in tea sets and vases. Good smart designs at low cost; although the quality does not come up to British standard, they supply the demand. The percentage of profit is the same in nearly every case."

(j) A correspondent who gives preference to British goods, says: "I think a word of praise is due to one firm at any rate for the effort to recover the glass trade from the Continent. Take one illustration from goods to hand to-day. Here is a 10-inch flower vase, hand made, artistic in shape, rich in colour, delivered free of carriage for 7s. 6d. per dozen."

(k) "Yes, especially in glass ware, but also in china ornaments, cruets, trinket sets, candlesticks, &c. We believe price to be the chief consideration. Customers occasionally ask for British goods in preference to foreign, but in nine case out of ten they do not care in the least as to where the goods are made, so long as the price suits them. We get as much profit on foreign as on British goods."

(l) "Very considerably in table glass and china and in glass toilet ware. We are of opinion that English factories are unable to compete in price with foreigners because of trade unions, factory conditions, and legal restrictions. The same percentage of profit as a rule, but in some instances larger on foreign goods."

We think the foregoing selections fully represent the opinions of dealers on the first four questions asked. Many of the replies as to the price being the chief reason for the increased sales of foreign glass are in almost identical terms. We shall not comment on these replies at present, but may say that they furnish ample reason—too much reason—to accept as generally true the statement in the reply indexed (k)—the last but one quoted—"in nine cases out of ten the customers do not care in the least where the goods come from so long as the price suits them."

We shall give the replies to the remaining questions next month.

Foreign Notes.

New Japanese Glassworks.—It is reported from Brussels that a Franco-Belgian-Japanese syndicate has been formed to establish a large glassworks at Osaka, in Japan.

The Milan Exhibition.—Mr. W. Howson Taylor, West Smethwick, near Birmingham, has been awarded a "grand prix" (the highest prize given) for his exhibit of Ruskin pottery. A similar honour has been won by Pilkington's Tile and Pottery Company, Ltd., of Clifton Junction, near Manchester.

Bohemian Glass Prices Raised.—The Union of the North Bohemian Glass Industry have issued a circular stating that, in consequence of a considerable rise in prices of raw materials, advance in wages, &c., the members will be compelled to raise their prices after January 1, 1907. The advance in price will be charged either by a rectification of prices, or by adding the percentage of the advance to the net amount of invoice.

Mr. John F. Vogt has recently died at the age of ninety-one years. Mr. Vogt was born in Germany, and came to New York in 1838. In 1852 he entered the crockery and glass business, and had for partners John and Charles Vagt, both of whom subsequently embarked in business on their own account. At the time of starting business in New York Mr. Vogt also established himself in Limoges. In 1875 the New York business was liquidated, and Mr. Vogt went to Europe. The Limoges branch was taken over by Tressemanes & Vogt in 1877, which business is still continued in Limoges under that name, and in New York by Vogt & Dose.

Insurance Against Loss of Employment.—A Bill for insuring against the loss of employment has been introduced in the Danish Folkething. The measure provides for the establishment of funds for unemployed, to which the State is to contribute a sum amounting to one-third of the insurance premium payable by members, but not exceeding a total of 250,000 kroner (£13,888) annually. To obtain recognition by the State an unemployed fund must have at least fifty members, who must be genuine workmen or labourers, and whose economic position entitles them to State assistance through recognised sick funds. The average daily sum to be paid to members in the event of loss of employment must not exceed two-thirds of the normal wage of the claimant.

Pottery Imports in the Philippines.—Statistics in connection with the commerce of the Philippine Islands, contained in the quarterly summary just published, indicate that the demand for earthenware and stoneware is advancing in proportion to the improved social conditions of the islands. From January to March last the imports from pottery-producing countries aggregated $32,020, as against only $9,578 during the same three months in 1905. The countries principally benefited by this increase were Great Britain and Germany. The United States lost rather than gained, having exported only $664 worth of ware to the islands in the three months as against $83 in the preceding year. In nine months up to March the Philippines received imports totalling $76,005, nearly double that of previous years. China, as well as Germany and Great Britain, figures conspicuously in this nine months' increase, while the U.S.A. has lost ground. With this improved demand for earthenware and stoneware, the Philippine residents have exhibited a corresponding lack of interest in china. The imports of china have declined steadily during the past three years, but not of course, to the same extent as has the advance in earthen and stoneware imports. For nine months ending in March, 1904, there was imported $23,440 worth of china. In 1905 the total fell to $18,680, and this year it has dropped to $16,107.

Inferior Cut Glass in America.—According to the "National Jeweller and Optician," in a number of department stores which keep the lower grades of cut-glass products it is often the case that a placard of small dimensions is suspended above the tables that contain the wares inscribed with the statement that the wares are likely to break by chemical action, or otherwise from unexplainable causes, and for that reason are not warranted. Under the belief that the same causes affect all cut-glass wares, there is growing up in the minds of the public a prejudice against cut-glass wares that is accountable for the fact that so many persons are turning from cut glass to engraved and decorated glass for table wares. Persons who, as the expression is, were "brought up on cut-glass wares"—that is, men and women who from their early years have been accustomed to the use of cut glass—know that really good cut glass is tough. The alleged cut glass which breaks in stocks and in homes, in ways to the laymen unaccountable, is made of very low-grade lime glass that is unannealable. Good lead glass made by responsible cut-glass makers is strong enough to resist the ordinary wear and tear of generations, as may be seen from an examination of the old cut-glass punch bowls, goblets, and decanters of clubs and military organisations in this country which have had articles of this kind in use for a century and more. The lime glass used by the makers of debased cut glass is so bad that in some factories the breakage of blanks averages 25 per cent.

Glassworkers in America.—A "Toledo" industrial paper, in the course of a flattering reference to the Glass workers' Union, says the American Flint Glassworkers' Union numbers nearly 8,000 members, and is recognised by manufacturers as one of the fairest labour organisations in the country. Every branch of the flint glass industry is unionised, and according to the statement of one of the national officers, about 85 per cent. of the flint glass workers in the United States belong to the union, while in Canada every flint glassworker is affiliated. There are thirteen distinct and separate departments in the flint glass industry and a scale of wages is provided for each article manufactured by the men in the different departments. One of the most important rules formulated by this Association is:—"In case of a disagreement in any factory with this Association, it shall, if possible, be settled at the factory where it occurs. In case of a failure to agree, the matter shall be referred to the manufacturers' and workers' committee for settlement. Pending the discussion and decision of such differences, there shall be no lock-out, strike, or cessation of work by either employer or employed, and the decision of the said manufacturers' and workers' committee shall be final and binding upon the Manufacturers' Association and the American Flint Glassworkers' Union, and the members thereof." This rule was commented upon by several United States Senators during discussions of the labour problem in the United States Senate, and its adoption and enforcement has thus far worked to the advantage of all concerned.

Empire Notes.

New Canadian Glass Factory.—It is reported that the firm of C. H. Sharpe, Montreal, are about to erect a four-story glass factory at a cost of about $19,000.

In Canada crockery is largely handled by grocers or general store keepers. We have heard recently of several dealers of this class who have enlarged their shops and put in expensive plate-glass windows to do justice to their growing trade in pottery.

Mr. E. W. Klotz, import, commission, and manufacturers' agent for china, glass, &c., 24 and 26, Wellington street, Toronto, Canada, has sent us a copy of his smart little advertising card, entitled "The A B C of Toronto." This gives some interesting statistical particulars concerning the city, which is a very important trade centre.

Canadian Imports of earthenware, china, and granite ware during the four months ending July 31, 1906, were valued at $640,653. Of this total the United Kingdom supplied $394,993 worth, the United States $90,731 worth; and Germany $73,239 worth. All the above figures, except the share of the United States, have increased.

Potting in Australia.—The "Australian Star" of Sydney contains some interesting particulars of pottery made by Messrs. Bakewell Brothers, Erskineville, for the New Zealand Exhibition. A representative of the paper saw some of the goods just before they were packed. There were useful and ornamental goods arranged in a manner indicating the progress made by the manufacturers in the face of great difficulties. "The display," says the "Star," "seemed to cry aloud for recognition, 'I am Australian; see how beautiful I am.' Australia was the keynote of the exhibit, and Australian flowers, wattle blossom, with fuchsia, native roses, and other graceful flowers were prominent in the designs. The exhibit, which is valued at some hundreds of pounds, contains several hundred pieces of workmanship, and set out in artistic array made a charming picture. The eye was at once caught by several striking pedestals. These were in art glazed ware, and in delicately shaded tints of pink, with carnations, chrysanthemums, or roses, and gold-stippled bases and pots. The flowering, which was lithographed, was very clear and and rich. A number of decorative and antique vases were shown. These included some original designs, one of which was prepared specially for Lady Northcote, and is a beautiful piece of work. The jardinieres and jet ware stood out brilliantly, particularly the latter, which showed some extremely graceful designs. Of the toilet ware too much cannot be said. A large number of sets were displayed, and these ranged from every shape and every shade of colour. Hand-painted, gold-illuminated, pure white, and shaded tints, nothing better and more in taste could have been imported. The dinner, tea, and afternoon tea services are also worthy of mention. A specialty was the soft flown blue shades—the latest thing in earthenware—also the monogram and badge work for clubs, hotels, and steamers. These were reproduced with great neatness and effect. The floral designs were likewise graceful, and with delicate tracery. Other articles were jugs, cheese stands, Siam ware, Rockingham ware, hospital utensils, and sanitary ware, all finished in an artistic manner. The whole of the exhibit has been prepared under the superintendence of Mr. T. B. Brooks, Messrs. Bakewell Bros.' pottery expert, and he is to be complimented on the excellent result that has been obtained.

China Clay from Queensland.—Two samples of china clay collected from deposits near Brisbane were recently forwarded to the Imperial Institute by the Agent-General for Queensland, in order that they might be examined and their commercial value ascertained. The following is a description of the samples:—Sample No. 1: This weighed about 4 lbs. and consisted of a soft white powder, quite free from grittiness. Sample No. 2: This specimen weighed about 4 lbs. and consisted of a soft faintly buff-coloured powder. When rubbed between the fingers it was found to be slightly gritty. The composition of the samples was found, by chemical examination, to be as follows:—

		Sample No. 1. Per cent.	Sample No. 2. Per cent.
Alumina ..	Al_2O_3 ..	28·54	29·57
Ferrous oxide ..	FeO ..	0·58	1·03
Ferric oxide ..	Fe_2O_3 ..	0·81	0·87
Lime	CaO ..	0·45	0·35
Magnesia ..	MgO ..	0·68	0·46
Soda	NaO ..	0·41	0·58
Potash	K_2O ..	1·77	0·91
Silica	SiO_2 ..	58·42	54·90
Moisture and combined water		8·30	11·44

The results of the technical trial were:—Sample No. 1: When mixed with water this forms a "body" possessing good plasticity, and which is readily shaped, and on firing yields a "biscuit" free from cracks and almost white. Sample No. 2: The "body" prepared from this clay is buff-coloured and somewhat gritty, but is sufficiently plastic to be shaped by "throwing." When baked, the slight buff colour of the clay disappears, leaving a "biscuit" of an almost pure white colour. The "biscuit" shows no signs of cracks, but is somewhat rough owing to the presence of the gritty material already referred to. The foregoing results show that although these clays contain rather more silica than is desirable in china clay, yet their plasticity, colour, and firing qualities are quite satisfactory, and would enable them to be used for the manufacture of pottery. Neither of these clays in its present condition is suitable for use for the purposes to which the best kaolins are applied. The clays could be improved by careful elutriation, but their physical properties could be made equal to that of commercial kaolin of average quality by "grinding" and "pugging."

Glass Blowing for laboratory work requires much practice before it can be done well. The blow-pipe may be of a complicated and expensive pattern, although the simple ones are usually recommended. One of the great essentials is to see that the glass used is of good quality and can bear the heatng in the blow-pipe flame for a considerable time without showing any signs of becoming frosted. In the heating of glass tube for bending it is necessary to continually rotate the place at which the flame is applied. When the tube is quite bendable it can be removed from the flame and slowly and carefully bent, care being taken that the tube is kept in a vertical plane, or else the weight of the heated part will cause the bend to be on one side. It is a difficult operation to bend a tube with a diameter greater than a centimeter without reducing the bore, and special precautions must be taken. It is often required to blow a bulb at the end of a tube, and in this case the operation must be done with great care. The tube must be kept slowly moving round whilst the bulb is being blown out; and if, as often happens, the bulb shows an inclination to bulge out in one direction, the tube must be held horizontally, with the bulb turned down. Convection produces an uprush of cold air, and the lower portion of the bulb is then slightly cooled, and will not be blown out so easily. Success in glass blowing is obtained easiest by taking a few lessons from a competent blower. Practice in any case is very essential, and the experimentalist who has become proficient in this work can save a great amount of time and energy.

A CHINA MANUFACTURER IN THE ANTIPODES.

(BY A "POTTERY GAZETTE" SPECIAL COMMISSIONER.)

THERE probably never was a period in the history of the globe when change and progress were so much in the air as at the present time; and while men and ideas are undergoing a perpetual metamorphosis from day to day, so too are business methods. How vast are the changes which have taken place in this respect during the last century! The old pack horse and stage coach have given place to the speedy parcels post and the express train. The sea has been vanquished like the earth. We live, indeed, in times of such progress that nowadays it is regarded as a more or less commonplace occurrence for a



[*Photo. by Newman, Sydney.*

MR. E. BRAIN.

big manufacturer, either personally or through his agents, to girdle the globe in search of orders. But for a china manufacturer to do this, as Mr. E. Brain, of Fenton, the President of the English China Manufacturers' Association, has just done, is a circumstance so far out of the ordinary as to call for more than cursory reference. Just a month has elapsed since Mr. Brain landed again in England after a half-year's absence, during which he travelled about 56,000 miles. It was not for business purposes alone that Mr. Brain went globe trotting; considerations of health and pleasure also had something to do with the trip, and we were glad, therefore, when we dropped in upon him in his private room at the Fenton Works the other day to find him looking so well, and feeling, in his own words, as though several years had been added to his life. Mr. Brain's trip has certainly not diminished in any way his admiration and love for the old country, but, as our conversation proved, it has certainly taught him many things of value respecting the larger world, about which the bulk of our countrymen have little first-hand knowledge.

It was not without a certain amount of gratification that we heard from Mr. Brain of how he kept running up against the POTTERY GAZETTE during his peregrinations. "I found it circulating widely all over the Colonies," he remarked. "Every business place I went into had got it, and people actually called my attention to little paragraphs you had inserted about myself during my absence. A most peculiar thing happened when I called on one business house in Adelaide. I said to the proprietor, 'Good-morning.' He replied—'Good morning, I know you.' I replied, 'I'm sure you don't; I've never been here before in my life.' He said, 'But I do. You're the President of the English China Manufacturers' Association, and I've seen your photograph in the English POTTERY GAZETTE.'" Readers may remember that Mr. Brain's photo was published in the POTTERY GAZETTE when he succeeded the late Mr. Asbury as chairman of the organisation in question.

Mr. Brain left Tilbury on April 6 on the Orient liner "Ortona," and after touching at Plymouth and Marseilles, he found himself at Naples in time to pay a visit to the ruins of Pompeii, and was at Vesuvius just a week after the principal eruption had taken place, and consequently he was able to get a fine view of the ruins. Everything was smothered with a fine white dust, which fell so thickly that people for miles around still went about with umbrellas up. He visited two buried villages, in one of which 500 people had been overwhelmed and killed, and saw the walls of the church where 150 people were worshipping when the disaster overtook them. Mr. Brain secured an interesting memento of the eruption. He approached a little too near the volcano, and the guide called him back. As he was returning, he picked up two pieces of the molten rock which had been poured out, and in one of the pieces he found a copper coin deeply embedded. In the course of his visit to the scene of the eruption, Mr. Brain passed through 14 miles of country which, a few weeks before, had been occupied by pleasant villages. Now, however, all their extensive vineyards, and their flower and vegetable gardens, were utterly spoiled, and the people were ruined.

"Whilst at Naples," Mr. Brain went on to say, "a Government official boarded the ship, and told me something you might be glad to know. I handed him my card, and, in the course of conversation, he said he had recently done something for the trade of the Potteries, having got the documents relating to the matter signed only the previous week. He said that previous to that time all pottery goods coming to Italy from England were actually emptied out at Naples and examined by the Italian Government before being permitted to pass to the customer. But he had now negotiated an agreement whereby the crates were to go direct to the customer under a declaration that they were the goods specified." Mr. Brain added, that since his return home he had mentioned this matter to one of the largest exporting firms in the Potteries, who said that what he had been told was perfectly true, and that hitherto the Italian Customs officials had taken the goods from the crates and repacked them in such a manner that half the ware was broken. In future, however, they were to go into the country direct, under a declaration. In Naples Mr. Brain found little English ware on sale. Nearly all of that displayed in the shops was of Continental manufacture. After leaving Naples, the "Ortona" passed through the Suez Canal, where Mr. Brain was informed that the boat had to pay the enormous sum of £1,50 in dues—and a stop was subsequently made at Colombo, the short stay in Ceylon being full of interest. Freemantle, in Western Australia (the port for Perth), was reached in May, and after a fortnight's stay at Perth.

the voyager went on to Adelaide, in South Australia, thence by rail to Melbourne, the capital of Victoria, and afterwards took boat again, for a visit to Hobart, Tasmania. From Hobart, another water trip of over 1,200 miles, brought him to the islands which constitute New Zealand, where Dunedin, Christchurch, Wellington, and Auckland were visited. Then he returned to the Australian mainland, and spent some time at Sydney before embarking for home. Mr. Brain pointed out that each of the seven Australasian Colonies—Victoria, New South Wales, Queensland, Tasmania, New Zealand, Western Australia, and South Australia—had its own Houses of Parliament, with paid members. Matters which concerned the whole of the States, such as railways and Customs, were, however, delegated to the Federal Parliament, with the exception of those relating to New Zealand, which has not yet entered the Commonwealth.

A query as to how the Commonwealth was working brought from Mr. Brain a rather interesting reply. "I gather," he said, "that many people are getting very dissatisfied with it. The people in Hobart say it has done their Customs returns serious harm, and the people in Western Australia have actually given notice of their intention to endeavour to liberate themselves. The view taken seems to be that the Commonwealth tends to magnify Melbourne at the expense of other places. I cannot help thinking, personally, that the Federal Parliament ought to be in at Sydney, New South Wales, which is about three times as big as Victoria, where Melbourne is situated."

In a chatty manner, Mr. Brain went on to speak of various features of the cities he visited. At Perth, a young, but splendidly busy city, he found competition in pottery exceedingly keen. The German manufacturer was there "of course." Adelaide, a lovely city, was another busy place, and its people were most superior. It possessed large business premises, and every house seemed to have its gardens, with orange, fig, apricot, and other fruit trees. Melbourne's wealth and beauty also evoked a word of admiration. Mr. Brain found that competition was very keen at Melbourne amongst traders themselves, and the presence of German and American wares made things worse still. At Hobart he went to see the famous apple groves, and he spent an interesting time in New Zealand. Wellington, the capital of the latter Colony, is not by any means the largest or the busiest city. Dunedin he found to be really a Scotch Colony, and at Christchurch he was struck by the immense number of artesian wells existing. Almost every home seemed to have its own artesian well. A pipe would be inserted into the ground for a few yards at a cost of (he was told) about 30s. and out would come the water, the finest water, too, that he ever tasted. Another city in New Zealand which he visited was Auckland, "where there was plenty of business to be done." From here he went to Rotorna to see the remarkable hot springs, pools and geysers. Afterwards, on returning to the mainland, he spent a month in New South Wales, and he deeply regretted that he could not stay longer. He preferred Sydney, he said, to Melbourne. Whilst in this Colony he enjoyed a delightful eight-day trip—the second of a series arranged by the Government of the Colony with a view to showing the beauties of the country. The tour included an inspection of Sydney harbour, and visits to Hawkesbury River, Bullhi Pass—a place much resembling our English Dovedale—the Blue Mountains, over which a mysterious and inexplicable blue haze hangs for miles and miles, and the Jenolian caves. These latter, he said, were the most wonderful natural creations he had ever seen; they were of great extent, and contained lovely stalactite formations. It required no less than two hours to examine the one which he inspected. His stay in New South Wales completed Mr. Brain's visit, and on September 22 he embarked for home, reaching England by the end of October, viâ the overland from Marseilles.

Summing up his views on the subject of our antipodean possessions, Mr. Brain said: "Australia is a wonderful country, but there are two things it wants—good Government and population. They have not got the population they want, and I do not think they have got the Government they ought to have. The country is very rich in gold, copper, tin and silver. The beautiful sunshine overhead enables them to grow fruits, flowers and vegetables in abundance. Throughout my stay I found the price of food and clothing to be extremely reasonable. The people are very sociable and hospitable. There is plenty of work and plenty of money. Moreover, the Colonies are ahead of us in many respects. All their shops close at six o'clock, thus liberating all the men and women employed in them. There is, of course, the liability to drought. A few years ago millions of sheep were lost in this way, but there have now been three good seasons in succession, and the people are recouping themselves for the losses they had previously sustained. The country districts are chiefly dependent upon the water supply; they have no system of irrigation, and when the rain fails them they are in trouble directly. But they are endeavouring to meet this difficulty, and several schemes of irrigation are now in hand. When once this problem has been solved, I think the Australasian Colonies may look forward to permanent progress, for they have all the indications of being most prolific in everything which makes for pleasure, happiness and success in human life. But they want people to cultivate the land. They want people to work the mines. There is plenty of money and plenty of employment to be had. As to our own trade, the potting trade, it wants looking after out there. There can be no raising of prices; competition is too keen. The German gets his goods delivered more quickly and cheaply than we can. Where we are beaten is chiefly in fancy tea sets and fancy articles. English china tea sets have had a dreadful "knock" in Australia; not nearly so many are sold as used to be the case, simply because the German puts his product on the market at so much less than we can do. The people are most loyal, and the merchants say, "We would rather sell English ware, but what can we do? If customers can get a German or a Japanese cup and saucer at less cost than they can get English, they will have the former. We want preference. If you, in the old country, will put something before us to enable us to give, to some extent, a preference to home goods, we would rather do it."

Mr. Brain, in conclusion, remarked that his trip had greatly strengthened his views as a Chamberlainite. He still thought reform would come in the shape of a commercial union with the Colonies; and though it might not be achieved in his day, he was confident that it would be achieved in the end, for he felt certain it was the only thing which would help and save the trade of this country.

Foreign Postage.—In answer to an inquiry, the Postmaster-General announces that no arrangements have been made for a reduction in the rate of postage on letters exchanged between this country and the United States of America other than the general change decided on at the recent Postal Union Congress. When that change comes into operation on October 1, 1907, the letter post age from this country to the United States and foreign countries will be 2½d. for the first ounce, and 1½d. for every subsequent ounce.

THE HEALTH PROBLEM IN POTTING.

AT the monthly meeting of the English Ceramic Society, held at the Sutherland Institute, Longton, Dr. Shufflebotham read a paper on "The Hygienic Aspect of the Pottery Industry." Mr. Percy Shelley presided. Dr. Shufflebotham, at the outset, said the subject was so wide in its scope that he could only touch upon the various points of it in a general manner. It was necessary to deal with the health of the worker as influenced by the special conditions of the trade in which he was engaged, and by the conditions of the workshops in which he was employed, to say nothing of his personal habits and home surroundings, so that it was easy to see he had a very wide subject to speak upon in the short time at his disposal. It was also necessary to consider the legislative requirements which affected these conditions, and he hoped to show what legislation had done in the past and what could be done in the future by the Government, the manufacturer, and the workpeople to improve the hygienic condition of the industry.

Dr. Shufflebotham said, as far as the pottery industry was concerned, there were two classes of diseases which were industrial in nature. (1) Those caused by the dust of flint or clay, which gave rise to a fibrous condition of the lungs, and (2) those caused by lead and its compounds, producing lead poisoning. The first disease—fibrosis of the lungs—was popularly known as "Potter's Asthma," or "Potter's Phthisis," but it was neither asthma nor phthisis. Asthma was a definite disease of the lungs easily recognisable, which was found on both sides of the Atlantic in men, women, and children, and was naturally independent of any condition which might arise in the pottery industry. Phthisis, on the other hand, was a term now associated with consumption or tuberculosis, a disease caused by a definite microbe known as "Tuberculosis Baccillus." The special diseases which was caused by the chronic irritation of siliceous dust, whether of flint or clay, in the pottery industry, produced symptoms altogether different from either asthma or tuberculosis, Fifty years ago it was undoubtedly a great scourge in this district. It was a common disease which might incapacitate a man from work for many months in the year, and which in many cases shortened life to a considerable extent. Dr. Farr, a well known authority, writing in 1871, said:—"The earthenware manufacture is one of the unhealthiest trades in the country. At the age of joining it is low, but the mortality after the age of 35 produces double the average. It is excessively high; it exceeds the mortality of publicans. What can be done to save the men dying so fast in the Potteries, and engaged in one of the most useful manufactures?" Based upon statistics compiled during many decades, the mortality of potters from diseases of the lungs had been found to be more than four times as high as the mortailty of all occupied males in the aggregate. But what did we find at the present time? With modern improvements in factory construction, with systematic ventilation and cleaning of the workshops as was required by the Factory Acts now in operation, fibrosis of the lungs was now fast becoming a comparatively rare disease, and the lecturer said he believed that with the rising generation it might be unknown. One could not too strongly urge that attention should be paid to the ventilation of the workshops, not simply by means of opening windows, but by means of fans. The ventilation was important, not only because it ensured freedom from dust, but because it insured the workpeople living in an atmosphere of fresh air. On general hygienic grounds fresh air was absolutely essential to the well-being of factory operatives. "Tuberculosis" was one of the commonest diseases to which mankind was heir. Fourteen per cent. of the people of this country either suffered or had suffered from this disease—that was to say, one in every seven—and persons working in factories were liable to suffer from consumption to a much greater extent than those whose occupation was in the open air. The open-air treatment was the best cure for consumption, but prevention was better than cure, and it was much easier to prevent the disease by never breathing bad air than it was to cure it afterwards with fresh air. All employees in factories were urged for their own sakes to insist upon having the windows and ventilators open. One person objecting to having a window or ventilators open might be the cause of a great number of other persons being slowly poisoned by bad air.

Just as legislation had almost stamped out the lung disease of potters, it was doing much as at the present time in the way of diminishing the number of cases of lead poisoning, and also the severity of the symptoms. No matter how much we might criticise the methods which were used to bring about an agitation upon this subject, one could not get away from the fact that the special rules which had been issued from the Home Office from time to time had justified their promotion. Undoubtedly cases of lead poisoning had existed and did exist, but through Government regulations of one kind and another, and hearty co operation of both the manufacturers and the operatives, the cases had now been materially reduced, as was shown by the Home Office statistics. At the present time there were in this country about 59,000 persons engaged in the manufacture of china and earthenware, and of these 6,700 were scheduled as persons working in lead processes. In 1899 the number of certified cases of lead poisoning was 249, but in 1905 there were only 84 cases registered, and of these 84 cases 16 had been previously certified as suffering from this complaint, so that during the whole of last year there were only 68 cases which had acquired lead poisoning, and very few of these were of a serious nature. This diminution, which amounted to 66 per cent., was all the more remarkable from the fact that cases of lead poisoning are now more earnestly sought after, and also from the fact that male persons are now subject to the monthly medical examination as well as women and girls. The lecturer said he would like to point out that in all other industries in which lead and its compounds were used, in the year 1899, 1,009 cases were certified, whilst in the year 1905 this number had been reduced to 508, showing a diminution of 50 per cent. He believed that if the present regulations were carried out conscientiously by all parties concerned, the small number of cases which did exist at the present time would soon be considerably reduced. What he had said with regard to the ventilation of the potters' shops was equally applicable to the workshops in which lead processes were carried on, and the responsibility of seeing that the apparatus for ventilation was satisfactory, undoubtedly rested with the manufacturer himself. With regard to the workmen, he could not help thinking and feeling that a large number of the cases of lead poisoning were due to the non-observance of the rules which had been specially made for their guidance and benefit. He quite admitted that there were lead operatives who might not know what these special rules were, because, so far as his own personal experience went, these special rules were printed on poor paper in "small type," and were generally placed in such a part of the factory as to either escape notice altogether, or to be out of the line of sight. Instead of having the rules placed in these positions, he was of the opinion that each worker should possess a copy for himself. Strict attention to these rules was absolutely imperative, if the worker wished to run no risk of contracting the disease of lead poisoning. But this was not all. One could not underrate the importance of personal habits and home surroundings. All the great authorities on lead poisoning in this country were unanimous in their opinion that to a lead worker alcohol, in every shape and form, was poison; but it was well-known that the most popular treatment, both preventative and curative, of lead poisoning in North Staffordshire was the consumption of large quantities of "fresh ale." One local brewer had a very high reputation for the therapeutic value of his production, and the lecturer thought on that account, amongst a large number of lead workers, it enjoyed a greater popularity than even the better-known brands of Allsopp and Bass.

It was not sufficient for a lead worker to be ordinarily clean. He should give special attention to scrubbing his hands and washing his face before every meal, and also on leaving the factory at night. Attention should be paid to the action of the bowels and an aperient taken at least once a week, The special rules forbid eating, drinking and smoking in the workshops. The overalls should be kept clean and in a good state of repair, and they should be taken off during meal times. Briefly put, cleanliness, temperance, observance of the Government regulations, along with the monthly medical examination, conducted under favourable conditions, should result in cases of lead poisoning being very few and far between.

Under the present regulations there should be no fresh cases of lead poisoning, the symptoms of which were of more than a month's duration because, as it was known, the certifying surgeon examined each operative once in each month.

With regard to this monthly medical examination, it was impossible to emphasise its importance too strongly. The ulility of the examination was based upon experience. Nearly all countries had legislated to a greater or a lesser extent for workers in lead, and by this action the various Governments had recognised that ill-health followed unregulated employment in trades in which lead was used. but the compulsory medical examination was an expression of opinion that by timely detection much of the evil consequences of lead poisoning could be prevented. The functions of the monthly medical examination were to recognise early the symptoms which are associated with lead poisoning, and consequently to diminish the severity of those who are early affected, and to eliminate those who were unfitted for this kind of work. At the same time the monthly medical examination brought the worker in contact with an expert on lead poisoning who could keep a watch over the health and general condition of the worker, and who had an opportunity of giving warnings which might prevent the onset of the complaint. But, continued Dr. Shufflebotham, I believe that great improvement can be

made in the accommodation which manufacturers provide for these monthly examinations. In a great many factories the surgeon has to be content by conducting his examination in the weighing-machine house. I should like to ask whether a careful and systematic examination can be expected from the doctor under conditions like these. There is no more privacy in many of these places than if he examined the workers in the open street. Lead poisoning is a very subtle disease. It manifests itself in many different ways. In different people it may affect some one of any of the important organs of the body. The nervous system, the brain, the liver, the kidneys, the stomach, the bowels, the uterine organs, all may be affected by this complaint, and yet, how can you expect the doctor to detect the subtle intricacies of such a complaint under these most disadvantageous circumstances? As far as I can see, the only thing a doctor can do is to ask the patient how he feels, and may perhaps look at the gums. But, it might be stated, parenthetically, that the blue line on the gum, which has caught the public eye perhaps more than any other symptom, was without diagnostic value at all, it merely indicated the presence of lead in the mouth, and was no necessary indication of the absorption of lead into the system. Cases of acute lead poisoning did occur—fatal cases—where there was no blue line on the gum at all, and, on the other hand, there were scores of healthy lead workers walking about with blue lines on the gums.

Reverting to the question of accommodation for the doctor, he did not wish to say that his remarks applied to all manufacturers, but on all factories he did think that the certifying surgeon should be accommodated with a private room, not overlooked, where he could conduct his examination in a satisfactory and decent manner. Then again, the way in which the certifying surgeon was paid was altogether unsatisfactory. It was a Government regulation that lead workers should be examined every month, and in his opinion the Government should pay the certifying factory surgeon. He did not think it fair that the doctor should be expected to call at the office of every factory which he visited for his fees before leaving the works, and on the other hand he did not think it fair to the manufacturer that he should have to pay the fees. If the surgeon were paid by the state, it would put him in a position of independence, and he (the lecturer) was fully convinced that when the doctor walked on to each factory he should be independent of the manufacturer whose employee he was examining. There was one omission from the present Government regulations, and that was that no provision was made for the medical treatment of the worker who contracted the disease. Dr. Shufflebotham thought it quite reasonable to suggest that the Home Office, which insisted on a monthly examination ,undoubtedly for the benefit of the whole industry, should at the same time make provision for the treatment of those operatives who were unfortunate enough to suffer from the effects of the disease which was brought about by their trade surroundings, and the same regulation which would provide for the payment of the certifying surgeon out of the public exchoquer should also correct this omission.

In conclusion, he would say that industrial hygiene should not be a subject of party politics. It was a matter of technical detail and scientific knowledge. It should not be the special hobby of philanthropic ladies whose energies would be better employed in improving the social condition of the workers in their own homes. Just as our public health administration was carried out by our municipalities, and sanitary reforms promoted by our municipalities, so must we hope that industrial hygiene would engage in the future the attention of manufacturer and workman alike, even to a greater degree than it had done in the past. He believed that this cause could be furthered by the establishment of a Ministry of Commerce. Did it not seem anomalous in a country like ours, whose existence and reputation depended entirely upon commerce, that there should be no department of the Government to deal solely with commercial questions? Surely there could be no department of the state of greater importance than that which watched over the millions of men, women, and children engaged in the factories and workshops of the United Kingdom. Everyone welcomed the time when in this district we should have a technical institute, and he devoutly hoped that when the scheme for this institution was constructed, ample provision would be made for the teaching of industrial hygiene. It was impossible to have too much knowledge of all the intricate conditions which influence the health and lives of the workers. The reputation and the future of the pottery industry must depend upon the intelligence, the exertions and the personal example of those who were now attempting through the society which he had the honour to address, not only to benefit themselves, but also the industry with which they were so intimately connected, and upon which the prosperity of this district so largely depended. Industrial hygiene was one of the most important factors in industrial efficiency. The healthy worker was the one who turned out healthy work. Healthy work was good work. Good work should promote good trade and good trade should mean prosperity to the nation. Moreover, the healthy worker invariably lived a long life and in a skilful craft the industry not only benefited from his skill but also from his long experience. The reverse of this condition of things might be suggested by unhealthy workers. On account of her commercial prosperity, England had held a proud position among the nations of the earth for many years past, and although we were being told that her supremacy was being questioned and her position threatened by increasing competition with Germany and the United States, still, we should have nothing to fear if we continually pursued those lines of research such as were promoted by the English Ceramic Society, and at the same time encouraged and developed these movements which tended to was improve the health of the workers.

The lecture was most favourably received, as was indicated by the frequent applause, and an interesting discussion followed.

GLASS DECORATION.

(SPECIALLY CONTRIBUTED.)

CHAPTER II.—(*continued*).

THE difference in action between hydrofluoric acid in the liquid and in the gaseous state is of practical importance. The gas gives a very much finer grain than can possibly be got with the French acid, and advantage is taken of this for shading purposes. The pattern is first etched with gas. Then those parts which are to remain fine grained are protected and the etching is repeated with liquid. It must be remembered that the gas acts less uniformly than the solution, so that it is unsuitable for acting upon any large extent of surface. It may be mentioned that fluorine is a powerful antiseptic, particularly in the form of sodium fluosilicate, which is non-poisonous and practically tasteless, and can therefore be used for preserving food. There is no absolute uniformity in the use of the terms etching and embossing. Generally, however, etching is understood as a process in which the whole surface of the glass is covered with resist, which is afterwards scraped away where the glass is to be acted on. The acid is not allowed to bite very deep. In embossing, on the other hand, only the parts which are not to be acted on are painted with the resist, and the acid is made to bite deeply. The term embossing is generally restricted to flat glass.

Hydrofluoric acid is used, as already stated, for glass etching in three distinct forms, the liquid acid, the gaseous acid and the "white acid." The liquid acid leaves the etched surface smooth, while the "white" or "French" acid and the gas obtained by heating the liquid acid give a matt or dull ground surface. The production of a pattern on glass by the use of hydrofluoric acid in one of the above forms is a simple matter, so far as theory is concerned, and the procedure is the same in all cases with one exception, which will appear later. It is to paint over parts of the glass with a composition able to protect them from the acid, while the unpainted parts are etched. The subject thus naturally divides itself into two parts: the substances used, and the methods of applying them.

Hydrofluoric acid is bought from the chemical dealers. It usually contains sulphuric acid as an impurity. Nitric acid is sometimes added to the hydrofluoric with the object of making the process of etching more uniform. To prepare "white" or "French" acid, place concentrated commercial hydrofluoric acid in a wooden vessel and add to it perfectly dry crystals of carbonate of soda, previously powdered, until the acid is fully neutralised and a thick paste is formed. Avoid exposure to the fumes arising during this process. Great care must be taken not to allow the mixture to remain thin. No quantities can be prescribed on account of the variations in the strength of the commercial acid. The mixture need not be perefctly white. The paste is now diluted with about five times its volume of water, and a small piece of glass is etched with a little of the composition. If the dulling of the glass is not uniform and the surface is visibly more deeply etched in some places than in others, and if the grain of the etching is coarse, there is not enough water and more must be added. As

much as twice the original amount of water may be necessary. If, on the other hand, the etching is uniform but weak, so that the transparency of the glass is not sufficiently diminished, there is too much water, and some more paste must be added. This also affords a means of regenerating partly used compositions. It is quite evident that the larger the quantity that can be prepared at a time the better. The practice in some works of adding acetic or hydrochloric acid to the paste seems quite unnecessary. In any case the least excess of either will spoil the whole quantity. If white acid is found to bite unevenly, mix it with a little strong hydrofluoric acid.

A more rapid etching composition (acting in from five to ten minutes) is prepared by dissolving a soluble fluoride, such as fluoride of ammonium, potassium, or sodium in water, and acidulating the solution with hydrochloric or sulphuric acid. This rapid etching, however, gives so thin a coat of dull glass that no toning of it is possible. Even in a longer time the rapid composition will give no deeper etching. The etching soon stops when the rapid composition is used, owing possibly to the formation of a protective coat of fluo-silicates, but if the surface is washed with water and then re-etched, the etching becomes deeper and closer, and this washing and application of fresh etching composition can be repeated as often as may be desired. In this case, however, the rapidity of the first action becomes valueless. The rapid composition can be made to give different coarsenesses of grain to the dulled surface by varying the proportions between its ingredients. The following are two other recipes for white acid :—(1) Ammonium fluoride, 30 oz. ; distilled water, 15 oz. ; sulphuric acid, 6 oz. ; hydrofluoric acid, 5 oz. ; gum, 1 to 2 oz. (2) Dissolve 25 oz. of potassium fluoride in 50 oz. of water, and 4 oz. of potassium sulphate in 50 oz. of water. Mix the solutions and add 16 oz. of hydrochloric acid. In twenty-four hours the solution is ready for use.

We now pass to the resists or the compositions used to protect those parts of the glass which are not to be etched. The trade call these "ground" or "stopping out mixtures." Most compositions used for this purpose contain asphalt, but a mere solution of asphalt in turpentine gives a very brittle coat which does not adhere to the glass with sufficient tenacity. Other things must thus be added. Venice turpentine answers excellently in remedying the defects of the main ingredients, but it introduces a fresh difficulty, viz., that the composition flows badly from the brush. This is remedied by adding a third ingredient, viz., tallow, but, as tallow hinders the drying, no more than is necessary should be used. Some rosin is added, partly to neutralise the delay in drying. Many persons add a pigment for the same purpose. Whatever ingredients are used a perfectly smooth and homogeneous mixture must be made, and if mineral pigments are employed the use of a colour mill is unavoidable.

A very good recipe for a composition is as follows :—Dissolve 20 lbs. of the best Syrian asphalt in from 80 to 90 lbs. of retified oil of turpentine by gentle heat (best on the water bath). Amalgamate thoroughly 10 lbs. of Venice turpentine, 10 lbs. of rosin, and 7 lbs. of tallow. If an open fire is used, have wet sand ready and an iron cover for the pan as a safeguard against fire. This composition dries in six hours. Some persons use Canada balsam, wax, Copaiba balsam, mastic, copal, dammar, &c. The last three serve the purpose of the rosin, but are dearer and not better. Wax and balsams make a rather too slow drying composition. There are endless recipes for these protective varnishes, and every etcher thinks he has got the very best that can be devised.

The following are three more recipes for protective coatings for glass :—(1) Pure beeswax, 16 lbs. ; Russian tallow, 12 lbs. (2) Pure beeswax, 8 lbs. ; Russian tallow, 8 lbs. ; Japan wax, 16 lbs. (3) Pure beeswax, 5 lbs. ; Russian tallow, 16 lbs. ; Burgundy pitch, 8 lbs. ; Japan wax, 16 lbs.

Another resist is made by dissolving 1 lb. each of Syrian asphalt and beeswax in 6 lbs. of turpentine. Brunswick black is a good resist, and Canada balsam is sometimes used.

The following are four more recipes for resists :—(1) White wax, 6 lbs. ; gum mastic, 3 lbs. ; amber or asphaltum, 3 lbs. ; this composition is the same as that used by Rembrandt for copper-etching. (2) White wax, 6 lbs. ; amber or asphaltum, 6 lbs. ; gum mastic, 3 to 6 lbs. ; Callot's composition. The amount of gum mastic varies with the weather. In hot weather more of it is needed than in cold weather. (3) White wax, 2 lbs. ; Brunswick black, 8 lbs. (4) Beeswax dissolved in turpentine and mixed with about one sixth of its weight of black Japan, or Japan varnish, using more Japan in hot than in cold weather. A good resist (also sometimes called "ground" or "stopping out mixture") should fulfil the three following conditions :—(*a*) it must resist the acid ; (*b*) it must be firm and elastic ; (*c*) it must be smooth and homogeneous, and absolutely free from dust and grit. This last is a most essential matter. Dust and grit make weak places in the coating, and the acid will inevitably penetrate it at such points.

EMPLOYMENT IN THE POTTERY AND GLASS TRADES IN OCTOBER.

THE POTTERY TRADES.—From the information supplied to the Board of Trade and published by the Labour Department, it appears that in the pottery trades employment continued good generally in October, and was rather better than a month ago. It was also better than it was a year ago. In Staffordshire employment was rather better than a month ago, and much better than a year ago. Most of the factories were fairly well employed, and in some branches of the trade overtime was general, owing to Christmas orders. In South Yorkshire employment was reported as fair, with a little short time ; in Glasgow as moderate, but better than a year ago ; in Devonshire as fairly good. With clay tobacco pipe makers employment was reported as bad.

THE GLASS TRADES.—Employment on the whole continued moderate, but was better than a month ago and a year ago. Returns received from firms employing 11,081 workpeople, and paying £12,882 in wages on the last pay-day in October, show that there was an increase of 2·6 per cent. in numbers employed, and of 5·1 per cent. in wages paid as compared with a month ago. The increase was shown in nearly all departments and in all the important districts. Compared with a year ago there was an increase of 5·9 per cent. in numbers employed, and of 9 per cent. in wages paid. The increase was general, except with flint glass makers in Scotland, and at Worcester and Warwick. Employment with bottlemakers was reported as moderate generally, but good at Glasgow and Portobello. It was on the whole better than last month, but a large proportion of the Trade Union members were out of employment, and others on short time. Flint glass cutters at Wordsley and Birmingham reported employment as fair, but with a good deal of short time ; at Birmingham flint glass makers reported it as good. With sheet glass makers and flatteners at St. Helens employment continued good ; with pressed glass makers on the Tyne and Wear it remained moderate ; with glass blowers in London it was fairly good.

The number of persons employed and the amount of

wages paid to them on the last pay day in October are given as follows :—

Branches.	Number Employed.	Wages Paid.
Glass Bottle	6,965	£8,264
Plate Glass	867	981
Flint Glass Ware (not Bottles)	1,921	2,122
Other Branches	1,328	1,515
Total	11,081	£12,882

The following tables give the number of persons employed in each district, and the amount of wages paid to them on the last pay day in October :—

Districts.	Number Employed.	Wages Paid.
North of England	1,598	£1,838
Yorkshire	3,953	4,744
Lancashire	2,268	2,500
Worcester and Warwick ..	2,136	2,508
Scotland	805	970
Other parts of United Kingdom	321	322
Total	11,081	£12,881

"TASTE" IN POTTERY.

(SPECIALLY CONTRIBUTED.)

THE fact is not without a curious interest, that, although the sale of thousands of pounds worth of goods every year is dependent on what is called "Taste" but what is really Fancy, the principles that should govern the selection of these articles are so little understood and so seldom studied. For the most part the very existence of any such principles is known. Each human being is supposed to be born with a perfect faculty for judging, and a nice and proper discrimination in the delicacies of colour and form. To suggest otherwise is absolutely certain to give offence. One may not, it is granted, be able actually to produce a work of art, but to judge of it when exhibited is a very different thing, and falls to the province of anyone who has an eye with which to see. The most extraordinary feature of this is that one will say in justification or extenuation of this position, "Of course I don't pretend to understand art, and all that kind of thing"—and there is often just a sting of sarcasm in the remark—"but I know what I like!" But do you know what you really like? That is, what you like now and will like to-morrow and next year? The question of Taste would be settled now and for ever if this statement was true, but it is not. The forces of art culture might work in vain if this was the case. It is the knowing of what one really likes that is the kernel of the whole matter. For bad taste is like crime—no one really commits it deliberately, as crime, but mentally finds some justification for the deed.

The gratification obtained by the brain from the eye is dependent on the education of that eye by the brain, and the less the training of the eye, the grosser the taste.

Of course there is a natural endowment of the faculty of Taste possessed by some, but it can and should be cultivated to obtain the fullest gratification from its use.

The whole question of good taste resolves itself into the selection of those things from the contemplation of which we can obtain the most permanent and complete satisfaction. We cannot obtain this satisfaction permanently from a meretricious article, but unfortunately we may momentarily, given an uncultivated eye, and it is this momentary satisfaction that is responsible for all the inartistic goods which are produced.

The eye is not only a fickle, but an imperfect instrument, and does not tell the brain all that it sees. All the rays that strike the retina are not conveyed individually and separately to the consciousness. We may be conscious of looking at only one thing, but the eye is receiving impressions from all the things that are in the range of vision at the time, and the appearance of the particular thing "looked at" is always modified by the impressions gained unknowingly in this way. This is not the place to enter into the intricacies of the harmony and contrast of colour, which is a science in itself, but this one point among many is mentioned to show that the matter of correctly judging the most ordinary article is not so simple as is often supposed.

To come more immediately to the point in question, it can hardly be denied that if the taste of the public at large is truly exemplified by the average crockery shop, then the Taste of the public at large is undeniablely bad. For the purchase of goods intended for a momentary or ephemeral delectation there are excuses to be made for a meretricious and gaudy appearance, but in the case of pottery which is a more or less permanent installation in the household, before the eye daily, there are none. The delusive sparkle and gloss that attracted the eye soon wear off, and we have to live with a tawdry and faded looking article that is a standing monument of deceit and hypocrisy. But in the meantime the thing has been sold, and the selling is the great thing—that is what it was made for—in its most limited sense. And, of course, while the standard set up is whether an article will sell well, and not whether it ought to sell well, we cannot expect rapid advancement from the manufacturers and dealers holding these views. They point to their sales as evidence that the public want rubbish, and as they are in business to make money and not as Art philanthropists, naturally rubbish is produced. It is, however, not quite certain that this rubbish does really represent the average taste of the purchasing world; they buy, it is true, but if they do not see anything which is really good, artistically considered, at a price that appeals to their limited pockets, what are they to do? They have to buy what is produced or go without. If nothing was produced but what was correct, they would have to buy *that* or go without. And we can scarcely believe that under these latter circumstances the bulk of goods sold would show any diminution. Again, in mitigation of the purchase of inferior stuff, it often happens that the cheapest of decorated articles are a shameless imitation of some superior production, but in the worst of these there may be some faint suggestion of the better article, and who shall say that it is not this faint reflection of beauty and good taste showing through the gross envelopment of tawdriness that appeals?

But along with this there is a kind of fetish, or, if you like, humbug about crockery, arising no doubt from the "cult" of old pottery. When our wives and daughters go forth to select materials for a new dress, they do not inquire whether the material was made by the living representative of the Arkwright family; they select it on its merits and as fashion dictates. But with crockery it is quite another thing, and it is no exaggeration to assert that two articles identical in every particular, one with ——'s name on the bottom, and the other without, twice the price will be asked and obtained for the former.

Now what is this but a confession of abject ignorance? The gratification of the possessor does not arise from the contemplation of the article—but from the name on the bottom. He does not like it because it is good, but because he can confidently say it is, backed by this precious evidence.

The purchasing vagaries of the public are wonderful and inexplicable. A certain article is produced, falls flat on the market, or drags along its weary way of isolated and small sales perhaps for years when, hey presto! all at once it leaps into popularity, for no earthly reason that

can be determined, and the public cannot have enough of it for a time. Now what principles for future guidance can a manufacturer glean from this? Of course the united efforts of manufacturer, buyer, and shopkeeper count for something, and can force the sale of any given production to some extent; but if it does not exactly hit what is called by courtesy the public taste, not all the shopkeepers and their allies in the kingdom can make it go for any length of time. And as nobody knows, or can know, what the public taste is, or what it is based on or whereof 'tis born, manufacturers still have to go plodding wonderingly along like the blindfold child in the game, in the hope of catching it unawares.

So much for the public. We next have to consider the dealer—the crockery shop keeper.

Surely in the whole range of trades not one could be found where the average proprietor knows less about the productions he sells. Cases there are, of course, where an enterprising warehouseman or such like, has blossomed out into the trade, and consequently should have a fairly correct notion of it. But the far greater proportion of them throughout the country probably have never set foot on a manufactory, or have any but the haziest idea of how crockery is made. Now, in the selling of many articles a knowledge of the manufacture of the articles is not required; a vendor of newspapers need not have spent his early youth in a paper mill, or a printer's office, but in the case of crockery there are a hundred things about it that the well equipped dealer should know. In the absence of that knowledge how can he guide the public taste towards the best, when he does not know it himself? If every dealer who could spare the time and expense would make a pilgrimage yearly to the Potteries and see for himself the various processes entailed in the production of the commodities he sells, he would benefit immensely; not only in being able to talk to his customers with the assurance of knowledge at first hand, but incidentally promote more friendly relationship between customer and manufacturer.

But coming more directly to the question of taste, the average crockery seller's shop and window are usually set out with the apparent object of emulating the kaleidoscope in colour, and in form the principle of the "row" pervades the entire establishment; a row of vases, a row of jugs, another of toilet sets, teapots, tea-sets, &c. How seldom, or never we may say, do we see a nice small table covered with a white cloth and say a portion of a dinner set arranged as a dinner set should be upon the table, with perhaps a small vase or two with flowers, serving as table decoration; or a tea-set, with a teapot, hot-water jug, &c., nicely set out. As the goods are usually displayed, the blatant loudly decorated article overpowers the more tasteful but modest one entirely, and unless the greatest care is taken there are sure to be discordant contrasts of colour striking the eye. This question of colour concerns the crockery trade more than perhaps any other, owing to the variety of shades and tones that the decoration of pottery displays. Of course, the idea of crowding the windows and shelves to their utmost capacity is to give the impression of the enormous stock and variety carried, which it certainly does; and that is the end of its effect, except to increase materially the difficulty of the customer to make a selection. It is as though one tried to select a tune with a hundred pianos playing different melodies at the same time.

A great deal of the responsibility for the advancement or decay of good taste rests with the china dealer. Of course he knows or should know, his business; he can sell an article up to a certain price—he knows the prevailing conditions of his trade, that may be granted but within these limits, on what principle does he base his selection?

Here is where the responsibility for the display of good or bad taste comes in, and surely it is for the ultimate benefit of dealer and public alike that the tendency should be towards good taste, and the dissemination of articles that will do good and not evil. And that good taste, as pointed out before, is entirely the result of cultivation and education. There is no other way.

The manufacturer also has his share, and a large one of this responsibility, and if some of them, like the famous Richard, could see in a vision passing before their eyes, their enlightened eyes, a procession of the atrocities in pottery that they were responsible for producing, we can fancy the beads of perspiration starting from their brows, and the cries of anguish that would be wrung from them. On the other hand the manufacturer with artistic inclinations is in a very difficult position. How far can he go before he is pulled up by the inexorable necessity of making his business pay? No doubt some great artist for a consideration would gladly show him the way to High Art on the dinner table, and the potter will be glad to be educated, if the artist will guarantee an opening order of, say, 250 crates. But unfortunately it must be said that South Kensington has too often spelt loss in very large letters to the trustful potter.

The limitations imposed on the designer, if the design must be practical and capable of cheap reproduction, are a great drawback to artistic advance. Outsiders little know of the cramping and curtailments necessary to bring down a new and attractive design, or shape, to the limits of trade prices. Workmen invariably want a higher price for making a new thing, alterations are necessary to bring it down to the old making prices, embossments are smoothed down, corners rounded off, and so on till the unfortunate designer looks with amaze on the finished result of his labour.

Still there is no excuse at all for the flagitious productions that are sent broadcast to all corners of the earth from the potteries to make the name of the district a laughing stock in the eyes of all artistic people. Surely for the credit of the district we ought to have a Censor of Art appointed, who would condemn to the "shordruck" all goods not up to a recognised limit of decency. The manufacture of such goods is degrading to all concerned, it is a kind of immorality, it is bad for the manufacturer—for the workman—the dealer, and last of all, for the buyer.

But there is a word—sacred and inviolate, and under whose ægis all is possible—and that is the word "business." Sell enough of what atrocities you like—make a good profit—that is business. Such were not the principles of the potters who made the name of the district, and whose productions are now cherished and hoarded as almost priceless possessions. Is the spread of education and culture to count for nothing beside this fetish of business?

Our knowledge is greater, science, improved methods, better conditions of work, larger markets, are all in our favour, and yet the net result of this is that, probably worse pottery is produced to-day than at any time since the development of the industry in the district.

But while the present insensate conditions of competition in the trade exist, while our efforts are directed to produce a larger and worse article for the same money paid for a small one—while we are striving to cut out our neighbour by a fraction of a penny—while we are determined to do a trade anyhow, and the devil take the hindmost—we shall never make progress in the making of beautiful things to delight the eye and cultivate the mind—it is not "business."

Trade Reports.

The Proprietors do not hold themselves responsible for the opinions expressed by Correspondents.

NOTES FROM THE POTTERIES.

(FROM OUR OWN CORRESPONDENTS.)

THIS is our last opportunity before the festive season is with us of wishing those who read these notes a happy Christmas, which we do with all heartiness. The year seems to have gone by with uncommon quickness owing, doubtless, to the fact that we have all been busier than usual, especially during the last six months. So brisk a Christmas season has not been experienced for a long time in the local trades. More than ever do inquiries during the last few weeks go to show that the healthier feeling in the trade is widespread and promises to continue. The sanitary branch is the only large department which is not busy, and for this the depression in the building trade is unquestionably responsible to a very large degree. As for the earthenware and china manufacturers their reports as to the condition of trade in almost all markets are satisfactory. In the home, as well as in the foreign and colonial markets business is steadily on the upgrade. After Christmas the usual lull is expected, but hopes are entertained that the returns will pick up again more speedily than usual.

Manufacturers who cater for the American market have been particularly busy of late, whether for the United States for Canada, or for South America. With the exception of South Africa the Colonies are sending fully their average quantity of orders, but the Continental trade is inclined to be quiet. Firms interested in the development of the South American market, with which our trade has been so consistently good this year, have noted with interest the speech made the other day by Mr. Root, the American Secretary of State, who, addressing the Pan-Mississippi Commercial Congress, at Kansas City, said that: "Although Great Britain, Germany, France, and Spain were already in the field, South America offered a territory so rich and vast that, with increased immigration and development of its resources, it would furnish a market for the commerce of the world, ranking with any in the Orient." Already this year we have sent to the Argentine pottery to the value of £146,212, against £110,202 last year; and to Brazil, during the ten months, £97,549 against £74,289. Thus these two South American Republics between them have accounted for an increase of no less than £59,000 in the potting trade exports, to date, as compared with last year. The Chilian trade has also been good. The figures, however, are not given separately in the Board of Trade returns. The exports of pottery for October were £224,745 compared with £194,123 in October of last year, an increase of £30,622 for the month. The total exports of ware for the ten months ended October were £1,953,363 against £1,726,714 in the corresponding period, an increase of £226,649. As there are still two months' figures to be taken into consideration before the year is completed, good ground exists for hoping that the year's increase will be considerably over a quarter of a million pounds. The imports of ware to this country up to the end of October, after deducting re-exports, amounted to £680,064.

I would commend to the notice of those members of the Christian Social Union who organised the exhibition of leadless glazed ware opened in London during November, and to others who display such an interest in the potting trade, the admirable and common-sense address on "The Hygienic Aspect of the Pottery Industry," which Dr. Shufflebotham delivered to the members of the English Ceramic Society at their last month's meeting. It is an address which may be profitably read by others as well—by manufacturers and pottery workers especially. It sets right a great many mistaken notions about the danger of the potting trade. One or two fallacies with respect to lead poisoning to which the doctor drew attention, are worth noting. For instance, it is commonly believed, throughout the Potteries, that the best treatment for lead poisoning, both curative and preventive, is the consumption of large quantities of ale. Dr. Shufflebotham emphatically states, however, that all the great authorities on lead poisoning in this country are unanimous in their opinion that, to a lead worker, alcohol in every shape and form is poison. Another popular error explained by the speaker was the idea that the blue line on the gums is infallible evidence of general lead poisoning. So far from this being the case the lecturer said that a blue line on the gum was without diagnostic value at all; it merely indicated the presence of lead in the mouth and was no necessary indication of the absorption of lead into the system. Moreover, cases of acute lead poisoning did occur—fatal cases—where there was no blue line on the gum at all; while, on the other hand, there were scores of healthy lead workers walking about with the blue line on the gum. These are all points to bear in mind; we cannot be too well informed on all the phases of the lead poisoning question, for to manufacturers most of all it is important that the evil should be minimised as much as possible. We must confess to much sympathy with Dr. Shufflebotham's concluding remarks in which he suggested that better accommodation was needed for the monthly medical examination of the workers in lead. He said that in a great many factories the certifying surgeon has to be content with conducting his examination in the weighing machine house. We have seen the surgeon examining men and women under such circumstances, and since lead poisoning manifests itself in many different organs of the body, it will be readily admitted that the surgeon could conduct his examination in a much more satisfactory and decent manner if he could be provided with a private room, not overlooked. Dr. Shufflebotham's paper was, in every respect, a thoroughly sound one, and will make a valuable addition to the transactions of the Ceramic Society, which is doing invaluable work in bringing under public notice such important subjects

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For the moment the fiscal controversy in this district, and elsewhere, seems to have taken a "back seat." The wave of better trade passing over the country has, no doubt, had much to do with this, together with the indisposition of Mr. Joseph Chamberlain, who is persistently reported, in the Midlands, to be much more seriously ill than is generally supposed. But tariff reform, though temporarily quiescent, is far from being "scotched," and Mr. John Ridgway, of the Bedford Pottery Works, Hanley, informs us that he intends bringing the subject up again at the next meeting of the North Staffordshire Chamber of Commerce, and moving a resolution in the following terms:—"That this Chamber, convinced of the beneficial effects of preferential tariffs, as shown in the case of Canada, on the trade and commerce of the Empire, calls upon the Government to take advantage of the favourable disposition now shown by the great self-governing colonies to give a preference to the Mother Country and to adopt such reciprocal preference at the approaching Colonial Conference as will extend and develop this important part of our trade." The Conference of Colonial Premiers is to be held in April next, and there can be no doubt that the question of the fiscal union with the Colonies will be one of the principal matters discussed.

Lord Justice Fletcher Moulton is to be the principal guest of the North Staffordshire Chamber of Commerce, at their annual luncheon on Saturday, December 8, at Stoke. The inconvenience of the day will probably diminish the attendance, but it is, of course, impossible for his lordship to get away from London during term time on any other day. When plain "Mr." Fletcher Moulton, his lordship rendered good service to the potters of the whole country by the admirable manner in which he conducted the case for the manufacturers during the prolonged Special Rules Arbitration before Lord James. The manufacturers are sure, therefore, to receive their guest with much heartiness. We shall look forward to hearing what he has to say on the subject of the Factory Acts as applied to the pottery trade, but as one of his Majesty's judges, his lordship may be expected to speak with a good deal of caution.

The bi-monthly meeting of the Chamber of Commerce, held on November 21, was somewhat protracted, and was more than usually interesting. Among the matters discussed was the question of the insufficient protection afforded to home made pottery, against foreign imitations, by the Merchandise Marks Act. This is not by any means a new complaint. Many manufacturers have suffered through fraudulent trade marks being placed upon foreign-made goods, and firms producing a distinctive class of ware of which the foreigner is constantly making cheap and bad copies, are frequently called upon to set the law in motion for their own protection. Mr. Cecil Wedgwood, the President of the Chamber, asserted that foreign Governments protect our trade better than we protect it ourselves inasmuch as, once a firm registers its trade mark in a foreign country, there was no further trouble about it. If this be the case abroad, how much the more ought our own trade to be safe at home? The Sheffield and Coventry Chambers of Commerce are already moving the Government to take steps to safeguard British trade, and when the North Staffordshire Chamber has finished collecting the necessary information, it will no doubt join them in their agitation. The everlasting question of railway rates, and owners' risk was also among the matters discussed, and the Chamber resolved to request the President of the Local Government Board, and the local members of Parliament to assist in balloting for a place for Mr. Hooper's Bill to amend the law relating to railway and canal rates and conditions of conveyance, and to support it when before the house. The principal feature of this Bill is a clause which provides that it shall not be lawful for any railway or canal company to make any condition freeing them from liability for any loss of or injury done to, goods traffic through the gross neglect of the company or its servants.

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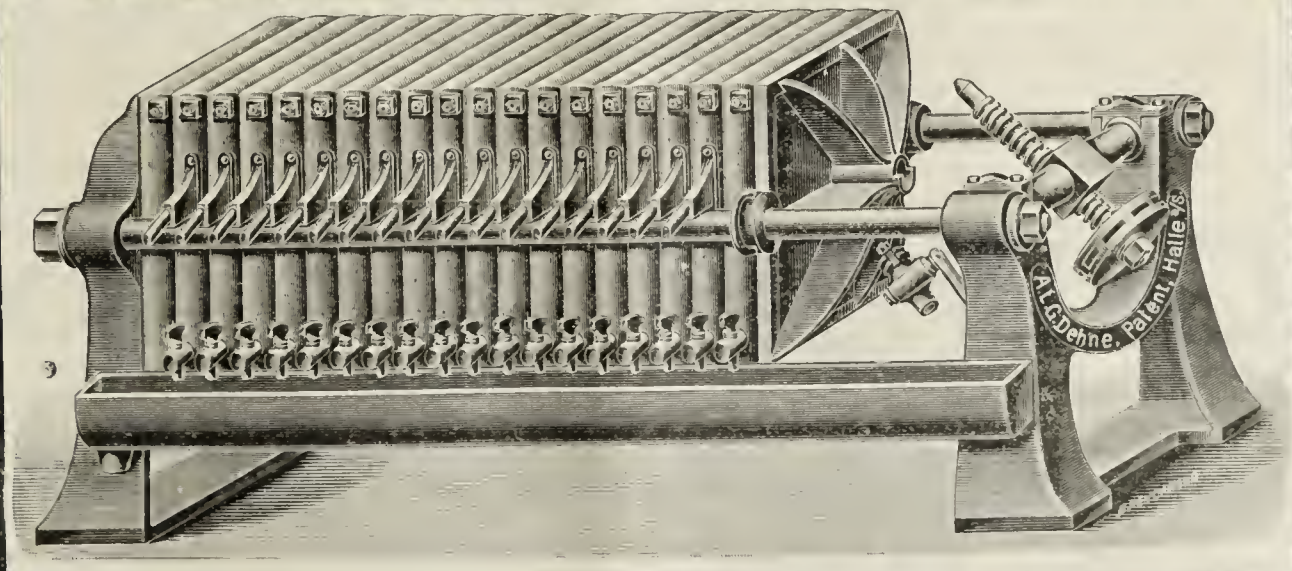
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While on the subject of railway rates, we may mention that a couple of months ago we referred in this column to experiments, which were in progress in the Potteries with motor wagons, which, it was hoped would convey china and earthenware to Liverpool, and other large centres, at cheaper rates than those charged for either rail or canal passage. The initial journey made by the first wagon to Liverpool and back, showed that certain modifications and improvements would need to be made in the vehicle used for motor traction. These have since been effected, and, backed by several of the leading firms in North Staffordshire, the scheme is to be carried out as originally intended and with every prospect of success. It is announced that an arrangement has now been entered into with the Motor Delivery Co., Ltd. This company is prepared to place any number of wagons at the disposal of the traffic of the district in competition with the railway company, and steps are being taken to put the project into operation without delay.

The proposal to establish a technical college or institute in the Potteries, where instruction may be given in pottery manufacture and mining, has come once more prominently to the front. A site was given some years ago, in Hanley—not Stoke, as people persist in calling it—by the late Mr. A. S. Bolton, and it seems at last as though something will really be done, for a temporary building has now been erected on a portion of the site, and a united conference between the County Council representatives and delegates from the joint associations of pottery manufacturers, the Chamber of Commerce, the Mining Institute, and other bodies, is to be held to decide what steps to take towards providing funds for the erection of permanent buildings. The County Council have promised a certain sum, but stipulate that a given amount shall first of all be raised locally. We are sorry to hear that the potting trade is not by any means united on the question of the advisability of establishing such an institute as is suggested. Not long ago a leading manufacturer, whose name is known all over the country, frankly told me that he did not believe in the project, and that the art schools were not a bit of good to his business. A day or two afterwards, visiting another no less well-known firm, we made special inquiries as to their opinion of the value of art schools. For answer we were taken into their artistic department and introduced to a large number of rising young artists, each one of whom had received, and, in many instances, was still receiving, training at the art schools of the district. Here, in striking contradistinction to the other case, we heard the highest expression of praise bestowed on the work which the art and technical classes are doing for the potting trade. But, whatever individual views may be here and there, we are convinced that the great majority of pottery manufacturers in the district will feel that too much support cannot be given to the projected institute. The financial aid so badly needed ought to be forthcoming without hesitation, if for no other reason, because it will be an investment which may be relied upon to provide good returns in the days to come.

The question of the employment of married women has again been raised in the Potteries. The Rev. the Hon. L. F. Tyrwhitt, vicar of Fenton, who is one of the King's hon. chaplains, and recently accompanied the Prince of Wales on his tour to India, in a sermon delivered a few days ago at Burslem, dealt very vigorously with the subject of infant mortality. The Staffordshire Potteries, he declared, was making a terrible contribution to England's list of infant mortality, and he laid half the blame for this state of affairs at the door of the manufactory, where married women are employed, and the other half at the door of the school, which failed to sufficiently instruct girls in regard to the fundamental facts of their lives. The preacher, who will be remembered as the central figure of a recent local controversy, was, on this occasion, studiously careful in his reference to the conditions of labour at potworks, but he commented bitterly upon the fact that so many women had to leave their homes for eight or ten hours a day. Numbers of manufacturers deplore the necessity which compels them to employ married women in their factories, but in the present condition of the industrial world it is impossible to do otherwise. The trade unions are commencing to agitate for equal wages for men and women where they do the same work, but it is improbable that this ideal will be realised during the lifetime of the present generation. No single nation could afford to take the initial step in so far-reaching a reform; if it comes at all, the change must come internationally and simultaneously. Besides, it has yet to be proved that the proportion of deaths among the infants of mothers who work in the factories is greater than that of children whose mothers remain at home.

Great progress has been made during the past few weeks with the proposal for the federation of the three pottery towns—Longton, Fenton, and Stoke, into one borough, and there seems to be little doubt now that the scheme will be carried to a successful issue. It is a thousand pities that the whole of the pottery towns cannot make up their minds to unite. Hanley is willing to join, but the action of Burslem prevents any unanimity being arrived at. A memorial in favour of the amalgamation is to be presented to the Local Government Board forthwith. It is proposed to call the federated boroughs "Stoke-upon-Trent," and the memorialists will recommend that for five years after federation all income and expenditure peculiar to each of the three towns be debited and credited to such town, with rates accordingly, and that income and expenditure common to all the three towns be credited and debited amongst them according to rateable value. It is suggested that the borough shall be divided into sixteen wards, six for Longton, six for Stoke, and four for Fenton, the Council consisting of sixty-four members, sixteen aldermen, and forty-eight councillors. If the scheme succeeds the new borough of Stoke will be the largest in Staffordshire.

We received from a correspondent recently a cutting from *Berrow's Worcester Journal*, of November 3, in which the following extraordinary statement is made:—"Publicity was recently given to a case at Cradley Heath in which, owing to the sweating which exists in connection with the china trade, three girls in a family only earned 13s. a week all told. A prominent Lancashire cotton manufacturer has written to the mother of the girls offering to have them taught cotton spinning, in which their aggregate wages will be £3 per week, and the offer will probably be accepted." The paragraph, as printed, throws a serious reflection on the state of the labour market in the china trade, and many casual readers will no doubt regard it as such. Those who are acquainted with Cradley Heath, however, will readily recognise that the word "china" is a misprint for "chain," which at once makes matters clear.

The colliery owners of North Staffordshire have, within the past few weeks, advanced the price of manufacturing coal 6d. per ton, a circumstance which has caused some feeling among the china manufacturers at the Longton end. It is probable that the English China Manufacturers' Association will before long discuss the possibility of advancing the prices of their ware in consequence, but it is hardly likely that the increase advocated in some quarters will be agreed to. Meanwhile, it is announced that during the opening week of December an amalgamation of a number of the principal North Staffordshire collieries will take effect, and that part of the share capital of £1,000,000 will be offered for public subscription. The preliminary paragraph circulated states that the larger sphere for output created by the combination, the saving of railway rates which will be effected, and economies in the cost of administration, in the utilisation of plant, electric power, and rolling stock, will ensure "reduced rates to the consumer."

Under the supervision of Mr. T. B. Brooks, formerly with T. and R. Boote, Ltd., Waterloo Potteries, Burslem, now expert to Bakewell Bros., potters, of Erskineville, Australia, a very striking exhibit of Australian earthenware has been prepared for the New Zealand Exhibition (at which at least one North Staffordshire firm is also represented). The exhibit affords indubitable evidence that great progress is being made in pottery manufacture in Australia. It includes pedestals, decorative vases, jardinières, jet, Rockingham, table wares of all kinds, fancy and domestic articles, and sanitary ware. Many of the pieces are skilfully decorated with designs of native Australian flowers, and are said to be quite as tasteful and well finished as any which could be imported.

Many congratulations have been received by the High Sheriff of Staffordshire (Mr. T. W. Twyford, Hanley) upon the honour which the Czar of Russia has conferred upon him by the presentation to him of the Russian Order of St. Ann, a decoration of great distinction. The Order was conferred through the introduction of the Grand Duke Michael of Russia, who lives at Keele Hall, and is therefore a neighbour of Mr. Twyford, who resides at Whitmore. Mr. Twyford, who has important business relations with Russia, is the first Englishman to have received this order.

Mr. Frank Wedgwood, of Josiah Wedgwood & Son, Ltd., Etruria, has been chosen "Mayor" of the Hanley "Anciento Corporatione," a mock civic body which has existed for over a century, for next year. Mr. J. T. Harris, of Bullers, Ltd., electrical fittings manufacturers, Hanley, has been elected President of the North Stafford Infirmary for the ensuing year. The post is rightly regarded as one of the most honourable in the Potteries, and Mr. Harris, who has been a vice-president on four previous occasions, has well deserved it by his untiring work on behalf of the great institution at Hartshill.

During the early days of November, Burgess & Leigh, of Middleport Pottery, Burslem, lost an old and trusted servant in the person of Henry Cartledge, one of their hollow-ware pressers, who has been with them ever since they began business early in 1862. He had

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been with the firm for the romarkable period of 44½ years, and continued to do good work up to his final illness, which was of comparatively brief duration.—The death is announced of Mr. Joseph Nixon, of Longton, who, many years ago, was in partnership with his uncle, the late Mr. Wm. Cooper, as a manufacturer. He was 63 years of age.—We regret to hear that Mrs. Leigh, wife of Mr. Edmund Leigh, J.P., has been seriously indisposed. At the time of writing, her condition, however, was improving, and she was recuperating at Blackpool, whither she has been accompanied by her husband.

The works of the Sanitary Pottery Company, Burslem, were recently the scene of a fire by which considerablo damage was done. The outbreak occurred in the packing house, and the flames had obtained so firm a hold before the arrival of the brigade that the roof had fallen in and the surrounding buildings were threatened. Fortunately, the brigade prevented this, and after a long and strenuous fight, which lasted for some hours, succeeded in confining the fire to the upper portion of the packing-house, the factory itself being uninjured in any way.—For smoking a pipe in the glost placing-house at Furnival's, Ltd., Cobridge, in contravention of the special rules for the prevention of lead poisoning, Benjamin Bennett, a glost placer, was last month fined 10s. and costs by the Potteries stipendiary.

THE POTTERY AND GLASS TRADES IN SCOTLAND.

(FROM OUR OWN CORRESPONDENT.)

AMONGST the recent Royal birthday honours conferred was that of a knighthood for Mr. James Fleming, one of the partners and proprietors of Messrs. Cochrane & Fleming, the Britannia Pottery, Glasgow. This deserved distinction has caused much gratification amongst his large circle of private and business friends; and on the evening of Nov. 9 Sir James Fleming was accorded a public reception, under the auspices of the Glasgow School of Art, in the rooms of the Institute of the Fine Arts, Sauchiehall-street. This proved an event of considerable brilliance, the large and distinguished company being representative of the best in the educational, civic, and commercial life of the city. Sir James has for over twenty years acted as Chairman of the School of Art, and to him personally is due a large measure of the great progress that has been made within that period.

The features of the month of November which call for mention are otherwise rather scanty, and almost wholly negative in character; but there is one exception to this. The manufacturers of stoneware goods in Scotland have during the month, not only maintained the firmness of feeling characteristic of October, referred to in our last report, but have even experienced some little added activity. The call upon producers has grown appreciably, and all through the weeks there has been a corresponding growth in the output. The values attached to the production at the same time continue satisfactory to the makers—that is to say, moderately satisfactory, which is about all that can be reasonably looked for in these days of small things.

The makers of Rockingham wares in Scotland are able to report a very fair demand for November, representing some little increase on the aggregate turnover during October. There is, however, the now long-standing drawback of inadequate values in this case, and still without any prospect whatever of an early improvement. The increased demand certainly makes for more of steadiness and independence on the part of the makers, but that as yet does not go very far, and the eagerness of individual producers to book orders, irrespective of adequate profits, still bears the old results.

For some weeks the travellers of the wholesale houses have been covering the country in search of orders for the Christmas and New Year trades. Reports from these are not at all bright, but the results so far might easily enough have been worse. There is still time for improvement in the outlook before the actual Christmas and New Year period is reached, and as several of the late mischievous strikes have just been brought to a close it is not unreasonable to look for and expect an at least partial amelioration of this kind. In all the sections—crystal, glass, china, earthenware, &c.—there are no further changes in market values of any note, and no one looks for anything of the kind within the next month or two. The retail houses have had a very poor November indeed, particularly in the great Glasgow centre; but similar slackness has been felt all over the country. The Glasgow centre and district have suffered severely from the Clyde shipbuilding stoppage, now happily past, and the effects of the same will be felt for months and months to come. The scarcity and consequent dearness of money would, in any case, have weighed injuriously on the counter trade of the high-class saloons; but when a strike involving the idling of 20,000 wage-earners happens in conjunction the damage is incalcuable. For all retail houses in this country the outlook as regards the end of the year is far from hopeful. So far as report goes there is to be nothing of mark in the way of novelty of design in any of the various lines of these industries although no doubt, and in spite of the many discouragements, there will be some very fine holiday displays of high-class goods.

The Gazette.

Dissolutions of Partnership.

NOTE.—*When two dates are given in the following announcements, the first is the date of the dissolution. The date in parentheses that of the official advertisement.*

PEARL POTTERY CO. (George Allen, George Timmis, James Boulton, and Stephen Hawthorn), Pearl Pottery, Brook-street, Hanley, earthenware manufacturers. Oct. 12 as regards G. Timmis. Debts by the continuing partners. (Nov. 16.)

PRICE HERBERT & Co. (Herbert Gowland Price and Carl Hermann Robert Neuschild), 14, Charterhouse-street, E.C., china, glass, and earthenware merchants and agents. Oct. 30. C. H. R. Neuschild continues. (Nov. 6.)

Notices as to Winding-up: Petitions: Orders; and Official and other Notices in connection with Public Companies.

CRANHAM BRICK AND TILE CO., LTD. Meeting, 7, Martin's-lane, Cannon-street, E.C., Dec. 11, for the accounts of the winding up.

TUTBURY GLASS CO., LTD. Claims to F. L. Sewter and another, 25, Iron-gate, Derby, liquidators, by Dec. 1.

Notice of Intended Dividend.

BORTON RICHARD E., 54, High-street, Ramsgato, china dealer. Claims to J. O. Morris, Canterbury, O.R.

Trustees and Commissioners Appointed, &c

SIMPSON A. M. & Co., 215 and 217, North street, Glasgow, glass merchants, and ANTHONY MURRAY SIMPSON, sole partnor. Tr., J. Wishart, 157, West Georgo street, Glasgow, accountant. Coms., W. M'Lean, G. Hardie, and M. M. Herd, all Glasgow. Exam., County-buildings, Glasgow, Nov. 7. Meeting, Trustee's, Nov. 19.

Trust Deed Granted.

CAMPBELL WM., Hall-street, Campbeltown, china merchant, &c. Claims to John Meikle, 163, West George-street, Glasgow.

Private Meeting.

These Lists in some instances refer to Meetings of Creditors called by or on behalf of the Debtor, with a view of laying his affairs before his Creditors, or refer to Statements of Debtors' Affairs, and do not in all cases refer to failures.

HOWARD A. E., Staffordshire Ware Stores, 1, Montague-street, Rothesay. A meeting of creditors was held on Nov. 5, when a committee was appointed to wait on debtor with a view to getting security for an offer of 12s. 6d. per £. The following are

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AGENTS—

United States.—Mr. John Davison, 12, Barclay St., New York.
France.—H. Mulotte & Cie, 14, Rue de Paradis, Paris.
Austria.—Herr Gustav Györi, 1, Maysedergasse, 6 Vienna.
Australasia.—Berryman & Co.(Mr. A. E. Potts),Sydney & Wellington
Country Representative.—Mr. C. G. Probert.

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creditors :—W. & J. A. Bailey, Alloa, £18 ; W. & J. Melvin, Glasgow, £41 ; R. French, Glasgow, £33 ; A. B. Jones & Sons, Longton, £32 ; Dickson, Devlin & Perkins, £27 ; M. Wriths, £25 ; O. Flammger, £23 ; J. H. B. Dawson, £21 ; H. Harrold & Sons, £18 ; Cusel & Robins, £18 ; Laurie, Lazarus & Benjamin, £17 ; Wileman & Co., £12 ; Birks, Rowlin & Co., £11 ; Arkinstall & Son, £10 ; E. Atkins, £10 ; preferential creditors, £63 ; liabilities, £523 ; assets, £350.

Extracts from the Registry of Deeds of Arrangement.

The following Deeds of Arrangement with Creditors have been filed at the Bills of Sale Office under the provisions of the Deeds of Arrangement Act, 1887. *Under this Act it is necessary that private arrangements other than those executed in pursuance of the Bankruptcy Act shall be registered within seven clear days after the first execution by the debtor or any creditor.*

* *These figures are taken from the Affidavit filed with the registered Deed, but may be subject to variation on realisation. In some cases the estimated assets are not stated.*

(*The following lists are taken from the Official Gazette information, and we are not responsible for the mis-spelling of the names of any of the creditors.*—Eds. *P. G.*)

Davis Joseph, trading as the Empire Wholesale Glass Co., 16, Albert-road, and residing at 21, Ruby-street, Middlesborough, glass merchant. Dated Nov. 5. Filed Nov. 12. Liabilities unsecured, £94 1s. 9d. Property, after deducting secured claims, £20. Tr., Wm. Brittain, 9, Albert-road, Middlesbrough. The following are creditors :—R. Johstone, London, £12 ; J. Shevling, Middlesbrough, £50 ; Ayres Quay Bottle Works, Sunderland, £11.

Haskins Albert Walter, 167 and 169, Warwick-road, Greet, hardware, glass, and china dealer. Dated Oct. 20. Filed Oct. 26. Liabilities unsecured, £209 4s. 7d. Property, after deducting secured claims, £46. Tr., Harry H. Hollins, 134, Edmund-street, Birmingham.

Hollinson James Wm., Etruscan Pottery, High-street, and 279a, Uttoxeter-road, Longton, china decorator. Dated Nov. 2. Filed Nov. 8. Liabilities unsecured, £309. Property, after deducting secured claims, £67 2s. 4d. Tr., John Ash, Longton. The following are creditors :—Lowenthal & Stein, London, £16 ; Trading and Financial Corporation, London, £50 ; Dornberger & Co., London, £16 ; J. Broadhurst & Sons, Fenton, £74 ; T. C. Wild & Co., Longton, £10 ; F. Kelbel, Stemschonan, £10 ; Miss Burrows and others, Sutton, £28 ; preferential creditors, £28 11s. 6d. ; bankers' claims, £26.

Bankruptcy Proceedings.

Bench George William.—Mr. Ernest W. E. Blandford, the trustee, has paid a fifth and final dividend in this matter of 1¾d. in the £ (making, with previous dividends paid, 5s. 4¾d. in the £). The trustee's account of receipts and payments follows :—Receipts : Cash at bank, £16 13s. 1d. ; stock-in-trade and book debts, £915 16s. 3d. ; van, £10 ; furniture, £45 ; equity in private house, £75—total, £1,062 9s. 4d. Payments : Board of Trade fees, £2 2s. 6d. ; solicitor's costs of deed of assignment, £22 14s. 6d. ; other law costs, £7 7s. ; trustee's remuneration as fixed by the committee of inspection, £126 2s. 5d. ; committee, travelling expenses, £17 17s. ; advertising, £1 5s. ; printing, stationery, &c., £8 17s. 3d. ; travelling expenses, £5 16s. 1d. ; incidental outlay, £9 13s. 9d. ; creditors—preferential, £72 12s. 1d. ; secured, £20 1s. 6d. ; unsecured (dividends of 5s. 4¾d. in the £ on £2,846 14s. 7d.), £767 18s. 8d. ; balance, 1s. 7d.—total, £1,062 9s. 4d.

Cole John Thomas, 25, Claremont-terrace, and 23½, Feasegate, York, glass and china merchant. R.O., Nov. 14. First meeting, O.R.'s, York, Nov. 29. Exam., Courts of Justice, York, Nov. 30. Adj., Nov. 14.

Jones Wm., 102, Swadlincote-road, Woodville, potter. First meeting, O.R.'s, Derby, Nov. 3. Exam., C.C. Burton-on-Trent, Nov. 14. The receiving order in this case was made on the debtor's own petition on Oct. 17, and the statement of affairs filed shows unsecured liabilities amounting to £91 0s. 6d., and assets consisting of cash deposited with solicitor £12, thus disclosing a deficiency of £79 0s. 6d. It appears from the Official Receiver's remarks upon the case that the debtor states that he started business as a glass, china, &c., dealer about sixteen years ago at Woodville with a capital of £40, but afterwards, finding that the business was not a success, he sold off his stock and removed to his present address. He has regularly worked as a potter, while his wife has attended to the business ; but three years ago he had to surrender a life policy, receiving £70, which he states he has used in his business, which he carried on until last September, when his effects were sold under an execution by a creditor for £4 16s., realising £3 8s. 4d. Last April he sold to his brother for £50 the equity of redemption of two freehold houses at Woodville, which were mortgaged for £300 ; and last May he sold a pony and cart for £8 to the same brother ; but these transactions are being inquired into. He has not kept any books of account. He says that he knew of his position last July. Of the unsecured liabilities, £16 14s. is for money borrowed and £10 odd for medical attendance. The debtor's wife claims the furniture, and this is being investigated. Debtor has not yet furnished a deficiency account, but he ascribes his failure to bad trade. The following are creditors :—Brittain & Friend, Ltd., Birmingham, £11 ; Levi Jones, Measham, £12 ; S. J. & R. A. Parkhill, Church Gresley, £10 ; J. W. Armstead, Albert Village, £10 ; E. T. Kelham, Woodville, £10 ; A. Simpson, Derby, £10 ; R. Smith, Woodville, £10.

Lewis Saml., 63, Fox-lane, Stapleton-road, and 76, Lower Ashley-road, Bristol, glass merchant. R.O., Nov. 5. First meeting, Bristol, Oct. 21. Exam., Guildhall, Bristol, Dec. 7. Adj., Nov. 8. A meeting of creditors was held on Nov. 21 in Bristol. Mr. Styring appeared for creditors. The Official Receiver said the liabilities would probably be considerably over £1,000, and there were no assets yet discovered. The debtor appeared to have gone to a new body of merchants, and, on the faith of representations by other creditors whom he had treated fairly, he obtained large quantities of goods, sold them within a week or two, and banked the money. Then he drew a cheque for the whole sum, over £500, and went off. He had been traced, it was believed, and the question was one of extradition, and of a guarantee by the creditors of the cost of bringing him up. The meeting decided to try and get the debtor arrested, if creditors for £400 agreed.

Potts Henry, Wath-on-Dearne, glass bottle manufacturer. R.O., Nov. 6. First meeting, O.R.'s, Sheffield, Nov. 22. Exam., C.C., Sheffield, Nov. 22. Adj., Nov. 6.

Stubbs William, Hill Crest, Caverswall-lane, Blyth Bridge, and Stubbs Robert, Upper Belgrave-road, Longton, china manufacturers. Mr. Registrar Marshall held a sitting for the public examination of the above debtors on Oct. 30 at the Town Hall, Stoke-upon-Trent. There were said to be no assets in either of the separate estates, and the gross liabilities in the separate estate of William Stubbs were stated at £1,812 (unsecured £612), while in that of his partner the liabilities were stated at £547. It was elicited from the debtors that they started trading as china manufacturers in 1898 at Argyle Works, Fenton. They each introduced £500 into the business, and carried on business under the style of "Stubbs Bros." until 1904. A limited company was formed, called Stubbs Bros. and John Chew, Ltd., with the object of acquiring the businesses of Stubbs Bros. and of Mr. John Chew at the Mill-street Works, Longton. William Stubbs became a director and also secretary at £3 weekly, while Robert Stubbs was also a director and a traveller at the salary wage. The debtors still held theso positions under a receiver, by whom the business was now being carried on for the debenture holders. Ultimately debtors were allowed to pass. The following are given as creditors :—Bankers' claims : Robert Stubbs, £547 10s. ; William Stubbs, £559 10s.

Tandell A. W. T., otherwise "A. Thomas," trading at 317 and 318, Upper-street, Islington, as "The City of London Direct Supply Stores," on tho mail order instalment system. The debtor returned his liabilities at £42,746, with assets £11,557, of which book debts to the amount of £35,091 were estimatod to realise £6,414. He attributed his present position to want of capital, bad trade, bad debts, increased cost of advertising, and depreciation of assets as estimated for realisation. In applying for an adjournment for a month at the London Bankruptcy Court on November 13, Mr. Grey, Official Receiver, said that the difficulty was in the realisation of the book debts. There were 50,000 book debtors all over the United Kingdom, which was a record in bankruptcy, and in some of the cases the instalments extended over a period of fifteen years. Mr. Romaine, on behalf of the trustee, whilst agreeing with the learned Registrar that the book debts should be sold to a purchaser "en bloc," said that the difficulty was to find one. The public examination was adjourned for a month to enable certain investigations to be made.

New British Patents.

The following list has been compiled expressly for "The Pottery Gazette" by Messrs. G. F. Redfern & Co., Chartered Patent Agents, 4, South-street, Finsbury, E.C., and 21, Southampton-buildings, W.C.

Applications for Letters Patent.

Bedpans, No. 23,482.—A. Beadish and Louisa A. Smithers. Improvement in bedpans. Oct. 23, 1906.

Bottles, No. 22,827.—W. Clark. Bottles. Oct. 16, 1906.

Bottle Necks, No. 22,757.—E. Woodham and A. Mignot. Improvements in the method of shaping the necks of glass bottles and the like, and in apparatus therefore. Oct. 15, 1906.

Bottles, No. 24,801.—R. Pitt. Improvements in and relating to bottles. (Date applied for under Patents Act, 1901), March 20, 1906.)

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BOTTLES, No. 25,302.—E. Grell. Improvements in bottles. Nov. 9, 1906.
CHIMNEY POT, No. 24,019.—G. Dixon. Improved chimney pot. Oct. 29, 1906.
CLAY PRESSES, No. 24,148.—C. F. Schlickeysen. Improvements in and relating to clay presses. Oct. 30, 1906.
COVERS, No. 24,504.—M. J. Adams. Improvements in covers, materials, and facings for closets, baths, tiles, and other purposes. Nov. 2, 1906.
DINNER PLATES, No. 22,993.—J. Woods. Improvements in dinner plates. Oct. 17, 1906.
DRINKING VESSELS, No. 22,755.—L. Crow. Improvements in cups and other drinking vessels. Oct. 15, 1906.
FLOWER BOWLS, No. 23,794.—W. Coulthard. Improvements in and relating to flower bowls and the like. Oct. 25, 1906.
GLASS, No. 24,991.—C. Coates. Improvements in or connected with glass, delph, china, and other vessels. Nov. 6, 1906.
GLASSWARE, No. 22,850.—R. Redl. Improvements in processes of manufacturing glassware. Oct. 16, 1906.
JIGGER APPARATUS, No. 22,718.—S. Jones. Improvements in potters' jigger apparatus. Oct. 15, 1906.
JOINTS, No. 22,377.—J. J. Marsh. Improvements in joints to stoneware pipes and the like. Oct. 10, 1906.
KILNS, No. 24,272.—W. F. Murray. Improvements in kilns or ovens for firing pottery. porcelain, bricks, and the like. October 31, 1906.
MUSTARD-POTS, No. 24,680.—R. O. Williams. Improvements in mustard-pots, ink-pots, and othor similar receptacles. November 3, 1906.
PACKING CRATES, No. 23,600.—Anne Longden. Improvements in packing crates for earthenware and like articles. October 24, 1906.
PACKING SINKS, No. 24,413.—W. Smith. Improved appliances for use in packing fireclay and earthenware sinks, lavatories, washtubs, and other similar articles. Nov. 1, 1906.
SEALING ELECTRIC CONDUCTORS, No. 22,911.—C. O. Bastian and G. Clavert. Method and means for sealing olectric conductors in or through glass or like vitreous material. Oct. 16, 1906.
SILICA, No. 3,353A.—C. H. Sankey. Improvements in the manufacture of silicia, cements, crucibles, and other articles. (Date applied for under Rule 5 of the Patents Rules 1905. February 12, 1906.)
SINKS, No. 24,326.—F. W. Margetts. Improvements in and relating to sinks, lavatory basins, and the like. Oct. 31, 1906.
SPITTOONS, No. 23,354.—J. Smith. Improvements in spittoons. Oct. 22, 1906.
STOKING FIRING KILNS, No. 23,224.—E. Bennis and A. W. Bennis. Improvements in mechanically stoking of firing kilns or the like, and apparatus therefore. Oct. 19, 1906.
URINALS, No. 23,945.—M. J. Adams. Improvements in urinals. Oct. 27, 1906.
WATER CLOSETS, No. 22,892.—G. Jennings, Ltd., and J. Morley. Improvements in and relating to water closets, urinals, and the like, suitable for use at sea and in other places where the discharge has to be raised. Oct. 16, 1903.

Specifications Published.

24,913.—Gottliob. Process for the decoration of enamel, porcelain, majolica, glass, and such like articles.
26,195.—Blue. Glass gathoring and delivering mechanisms.
27,263.—Küchenmeister and Thomann. Apparatus for pressing and levelling plastic materials in moulds.
26,893.—Thompson. Treatment and utilisation of wasto sand from glass works commonly known as burgy.
21,383.—Bastian and Calvert. Method and means of hermetically sealing a wire or metallic electric conductor or other substance through or into vitreous substance such as lead, jena, or quartz glass.

1906.

203.—Adams. Sinks.
8,506.—Hassart. Prismatic glass.
6,603.—Trojan. Syphon bottles.
13,272.—Loftus. Bottles.

Designs.

The following is a list of proprietors of designs entered on the Register in Class 4, which includes "Articles composed wholly or chiefly of glass, earthenware, or porcelain, bricks, tiles, or cement."
746,077.—Marsden Tiles, Ltd., Burslem, Staffs.
487,290.—W. T. Copeland & Sons, 3, High-streot, Stoke-on-Trent.
487,525.—Walshaw & Edwards, Bath-street, Hanley.
487,526.—Worcester Royal Porcelain Co., Ltd., Worcester.
487,617.—Worcester Royal Porcelain Co., Ltd., Worcester.
487,783-7.—Henry Richards Tile Co., Pinnox Works, Tunstall.
487,788.—J. Walsh Walsh, Lodge-road, Birmingham.
487,789.—Schindler & Co., 9, Aldermanbury-avenue, E.C.
487,790.—Candy & Co., Ltd., Newton Abbot, Devonshire.
488,023.—J. Lang & Son, 16, Bury-street, E.C.
488,024.—Godwin & Hewitt, Ltd., Victoria Tile Works, Hereford.
486,465.—Hamblets Blue Brick Co., Ltd., West Bromwich, Staffs.
487,200.—Schindler & Co., 9, Aldermanbury, E.C.
487,841.—E. Böhm, 5, Borworth-grove, Barnsbury, N.
487,929.—F. R. Lipscombe, 49, Queen Victoria-street, E.C.
488,101.—Grimwades, Ltd., Stoke-on-Trent.
488,106.—Slee, Slee & Co., Church-street, S.E.
488,113.—Broad & Co., Ltd., 4, South Wharf, Paddington, W.
488,299.—G. Steinicke, 55, Pariserstrasse, Berlin.
488,306.—J. Chometto & Son, 15, Hatton-garden, E. C.
488,368.—J. Lang & Son, 19, Bury-street, E.C.
488,369-71.—Henry Richards Tile Co., Pinnox Works, Tunstall.
488,372.—Rhodes Tilo Co., Ltd., Reginald-street, Burslem.
488,380-2.—Coalport China Co. (John Rose & Co.), Ltd., Coalport.
488,459.—Godwin & Hewitt, Ltd., Tile Works, Hereford.
487,675.—J. C. Grinsell, 39, George-street, Birmingham.
488,102.—Grimwades, Ltd., Stoke-on-Trent.
488,460.—Wiltshaw, Robinson & Son, Stoke-on-Trent.
488,470.—J. Nickel & Co., 8, Manchester-avenue, E.C.
488,551.—Wade & Co., High-street, Burslem.
488,757.—Rt. Hon. the Earl of Dundonald, 34, Portman-square, W.
488,786.—J. H. Ash, Avondale, Bath-road, Devizes.
488,881.—A. E. Collett, Chapeltown-road, Leeds.
488,882.—Broad & Co., Ltd., 4, South Wharf, Paddington.
488,888.—C. & E. Bougard (Soc. en nom Collectif), Verrories de Manage, Manage, Belgium.
489,059-60.—Wiltshaw, Robinson & Son, Stoke-on-Trent.
489,094.—Betty & Co., Ltd., 127, Brayards-road, S.E.
489,095-7.—Falk, Stadelmann & Co., Ltd., 83, Farringdon-rd., E.C.
489,099-100.—London Sand Blast Decorative Glass Works, Ltd., 58A, Gray's Inn-road, W.C.
488,103.—Henry Alcock & Co., Ltd., Waterloo-road, Cobridgo.
488,373.—Booths, Ltd., Tunstall, Staffs.
488,552.—Henry Alcock & Co., Ltd., Cobridge.
489,170.—A. O'Malley, 95, Montague-street, Blackburn.
469,222-3.—H. M. Williamson & Sons, Bridge Pottery. Longton.
489,224-5.—Furnivals, Ltd., Cobridge.
489,325.—J. A. Maier & Co., 19, St. Dunstan's-hill, E.C.
489,326.—S. Reice & Co., 23, Aldermanbury, E.C.
489,401.—Fraines, Castle-street, Dundee.
489,406.—Osborne, Bauor & Cheeseman, 19, Golden-squaro, W.
489,407.—Batty & Co., Ltd., 127, Brayards-road, S.E.
489,453-4.—F. Winkle & Co., Stoke-on-Trent.
489,455.—Bishop & Stonier, Hanley, Staffs.
489,537-40.—Worcester Royal Porcelain Co., Ltd., Worcester.
488,025.—C. Steinicke, 55, Pariserstrasse, Berlin.
489,662.—T. G. Green & Co., Ltd., Church Gresley.
489,711-12.—M. Stolle, 19, City-road, E.C.
489,719.—Schott & Gen,5, Lichton-Bainerstrasse, Jena.
489,850.—British and Foreign Bottle Co., 107, Cannon-street, E.C.
489,851.—Wardle & Co., Ltd., Washington Works, Hanley.
489,854.—Weiss & Biheller, 70 and 71, Chiswoll-street, E.C.
489,947.—Schott & Gen, 5, Lichten, Bainerstrasse, Jona.

New Foreign Patents.

United States Patents.

831,133.—L. Anderson, Paris, Tox. Bottles.
831,237.—B. Ormerod, New Bedford, Mass. Bottle.
831,148.—M. Elb, Dresden, Germany. Bottle-holdor.
831,978.—W. B. Norton, Detroit, Mich. Machine for dropping powdered fusible material upon hot glass or metal.
831,640.—R. A. B. Walsh, St. Louis, Mo. Wired glass.
831,620.—J. Lovett, Martinsburg, W. Va. Machine for moulding plastic material.
832,452.—A. Bloom, Rochester, Pa. Bottle.
832,561.—P. T. Sievert, Drosden, Germany. Machine for forming glass articles.
832,118.—C. E. Blue, Wheeling, W. Va. Glass gathering and delivering mechanism.
832,212.—D. C. Ripley, Pittsburg, Pa. Method of and apparatus for the manufacture of hollow articles of glass.
833,047.—C. C. Guernsey, Jersey City, N.J. Multiple cup mould.
832,835.—S. L. Bodine, Berwyn, Pa. Method of drawing hollow glass articles.
833,295.—W. E. Bock, Toledo, Ohio, Machine for making hollow glass articles.
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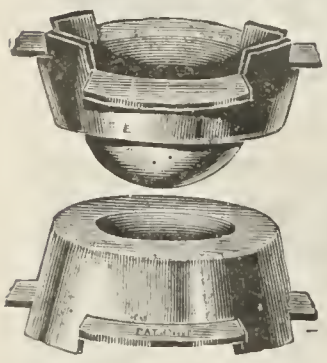
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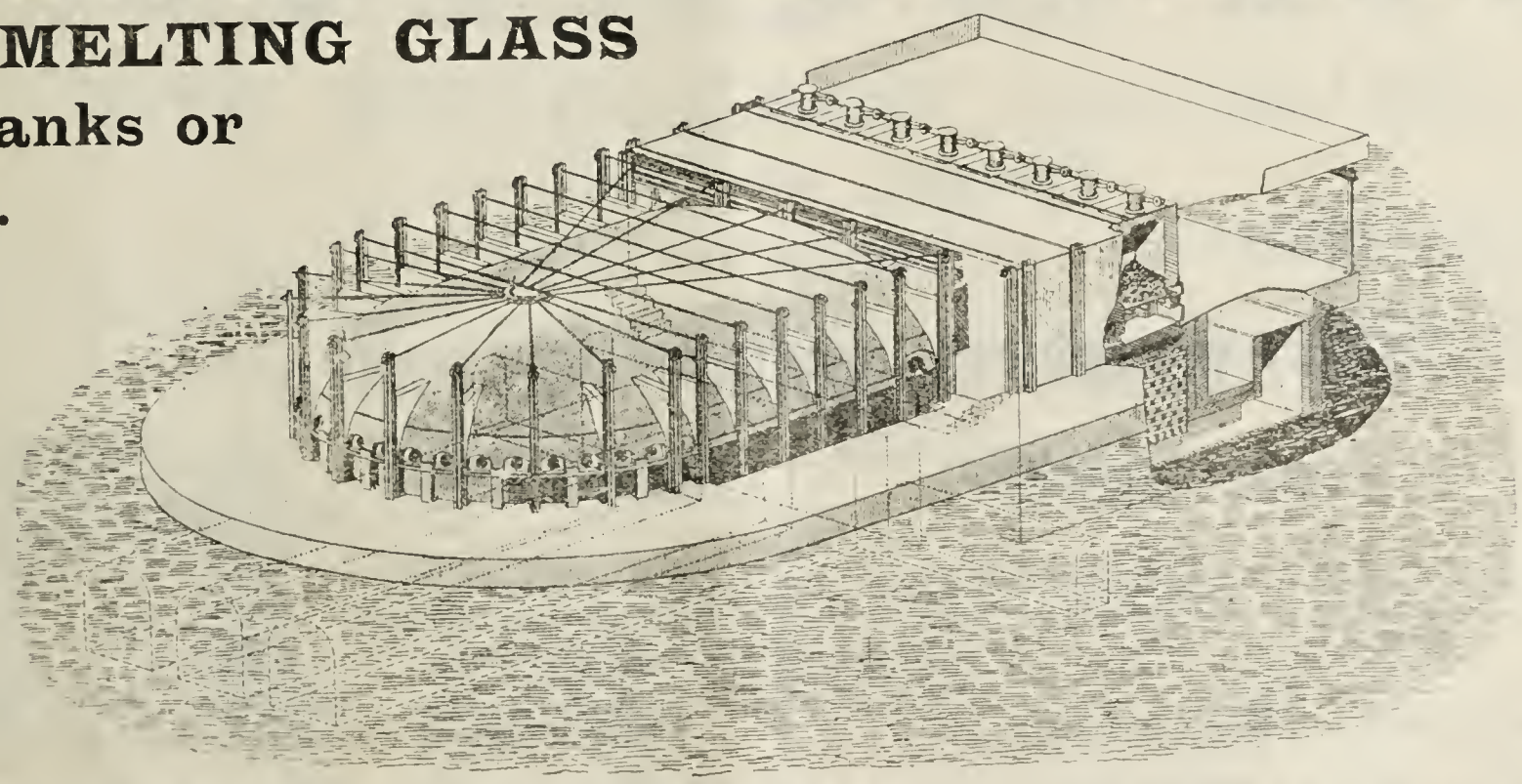
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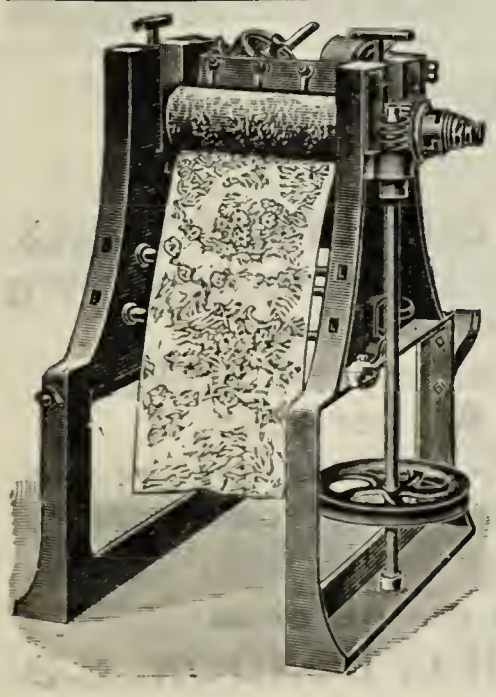
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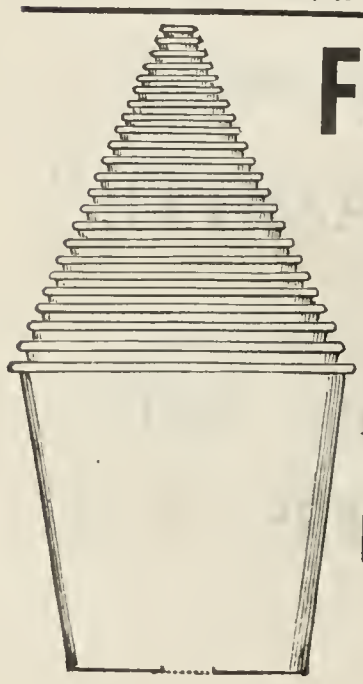
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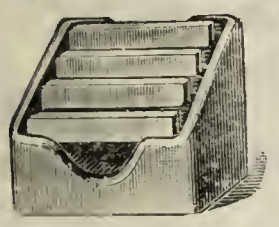
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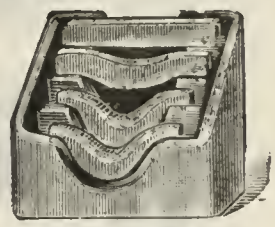


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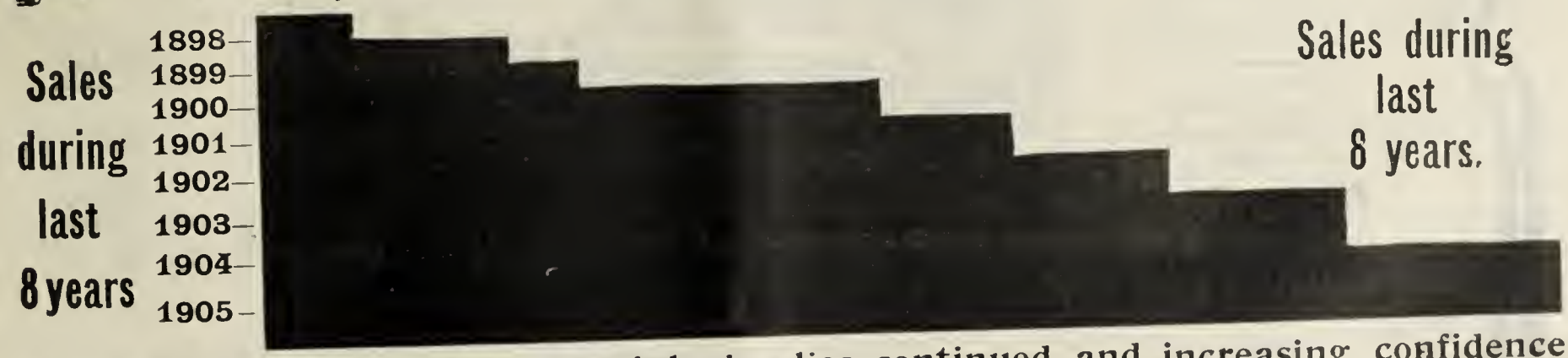
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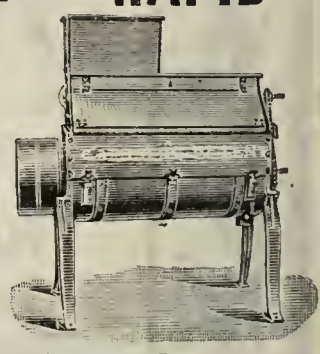
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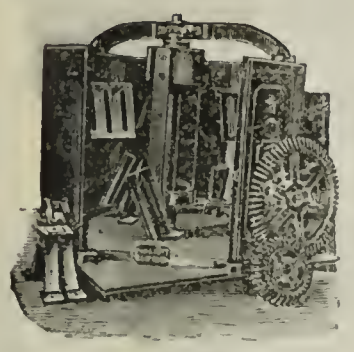
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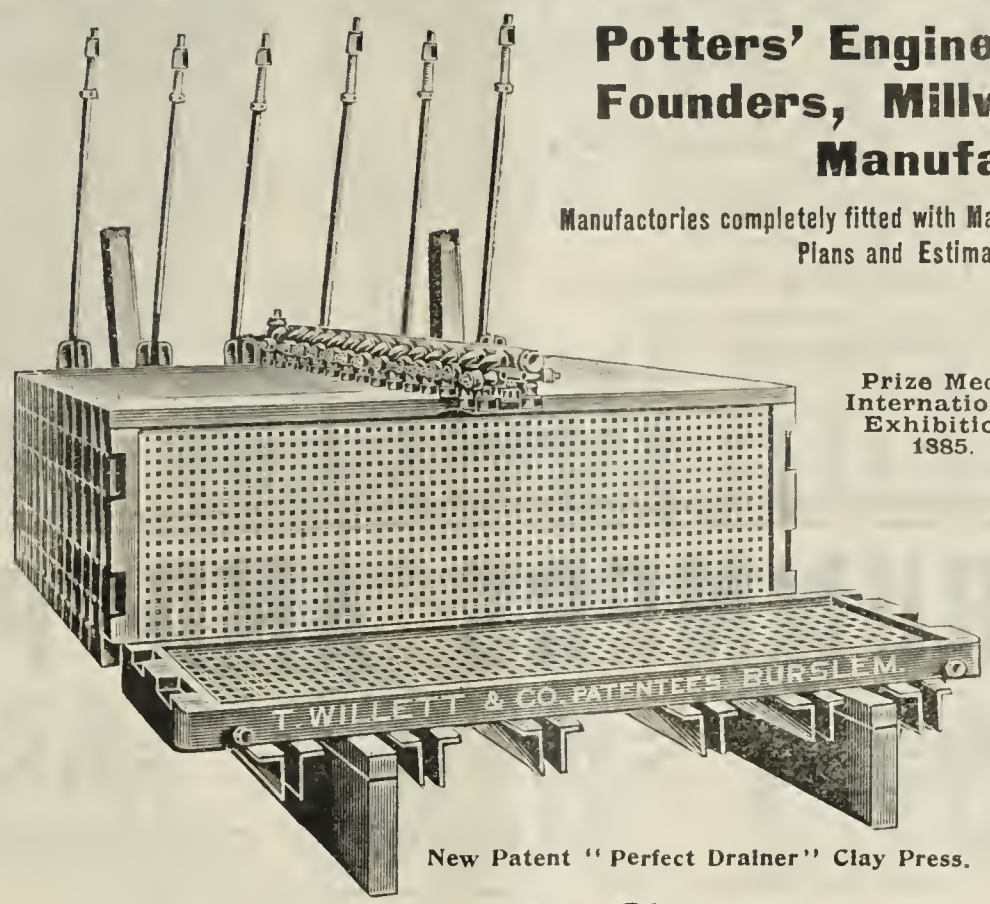
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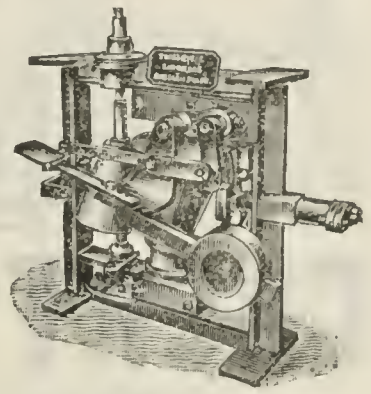
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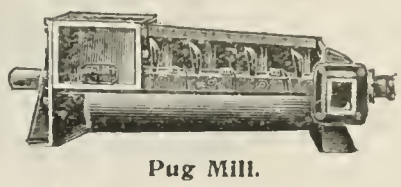
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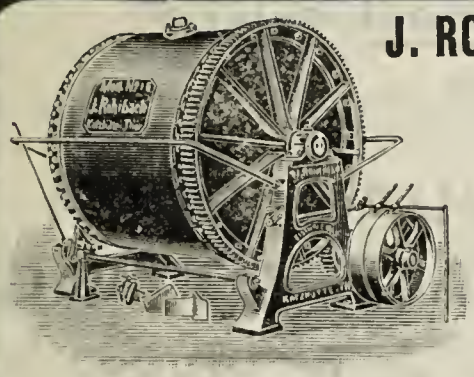
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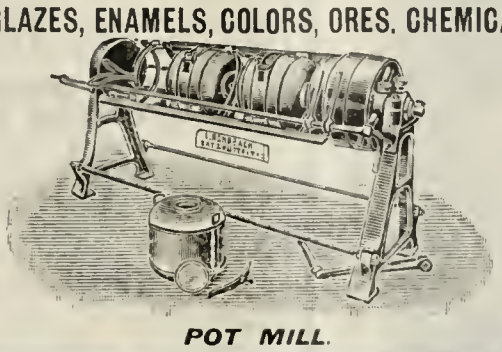
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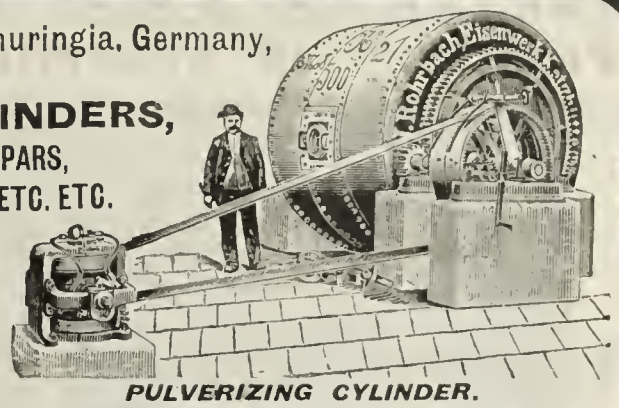
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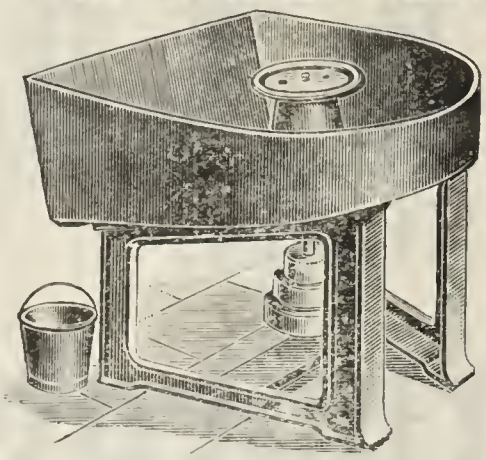
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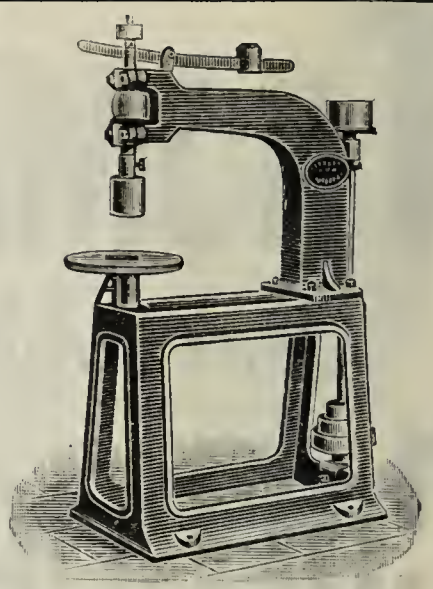
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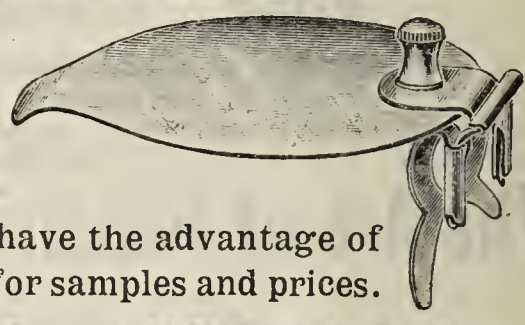
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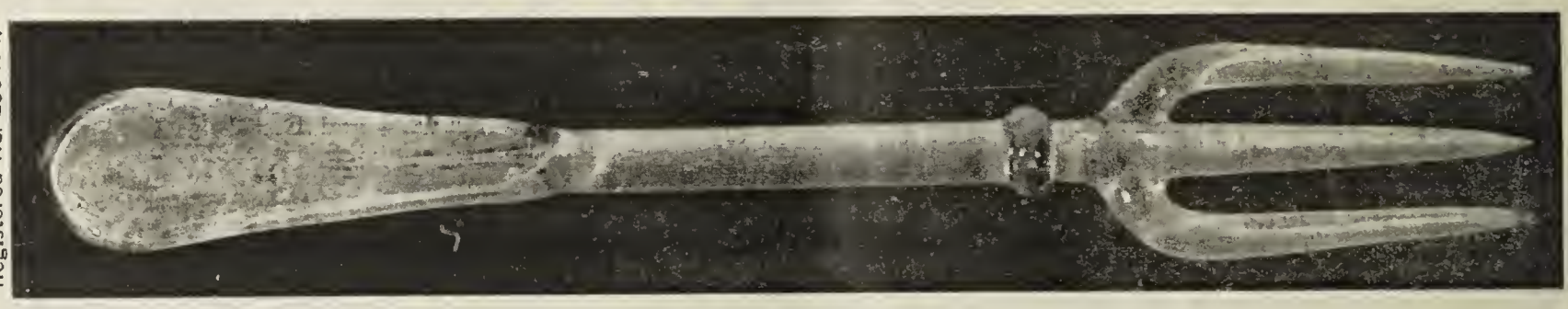
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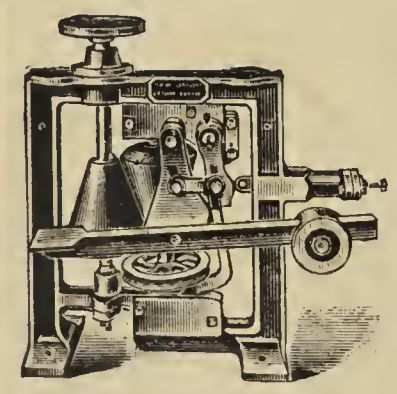
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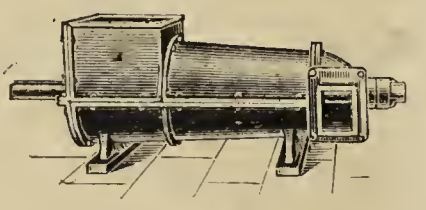
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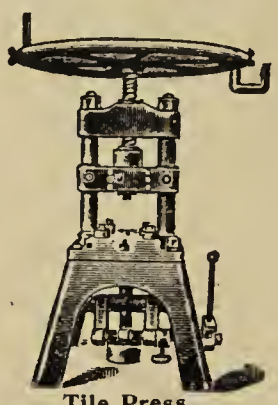
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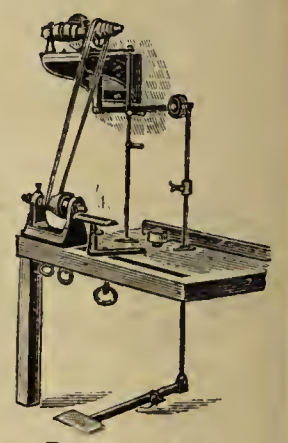
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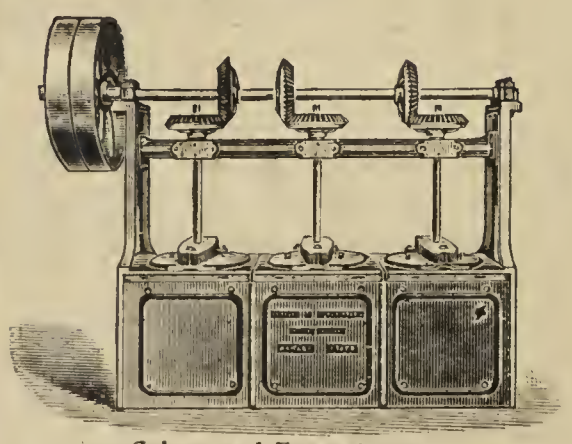
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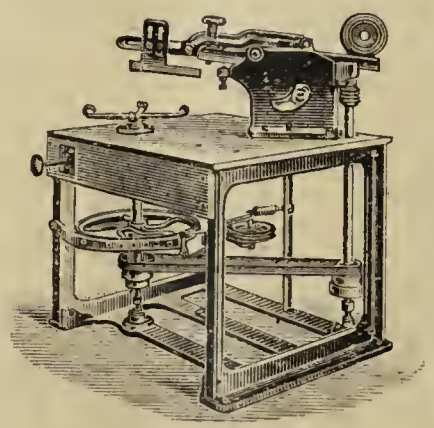

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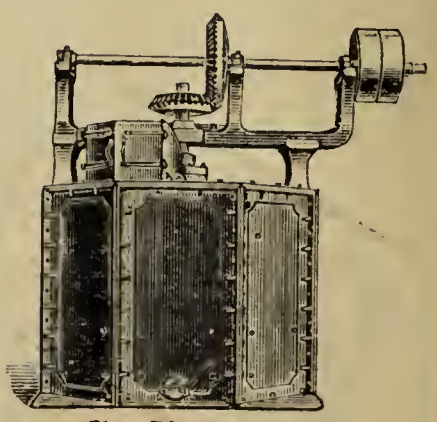

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